Trade and Industry

INCORPORATING THE BOARD OF TRADE JOURNAL

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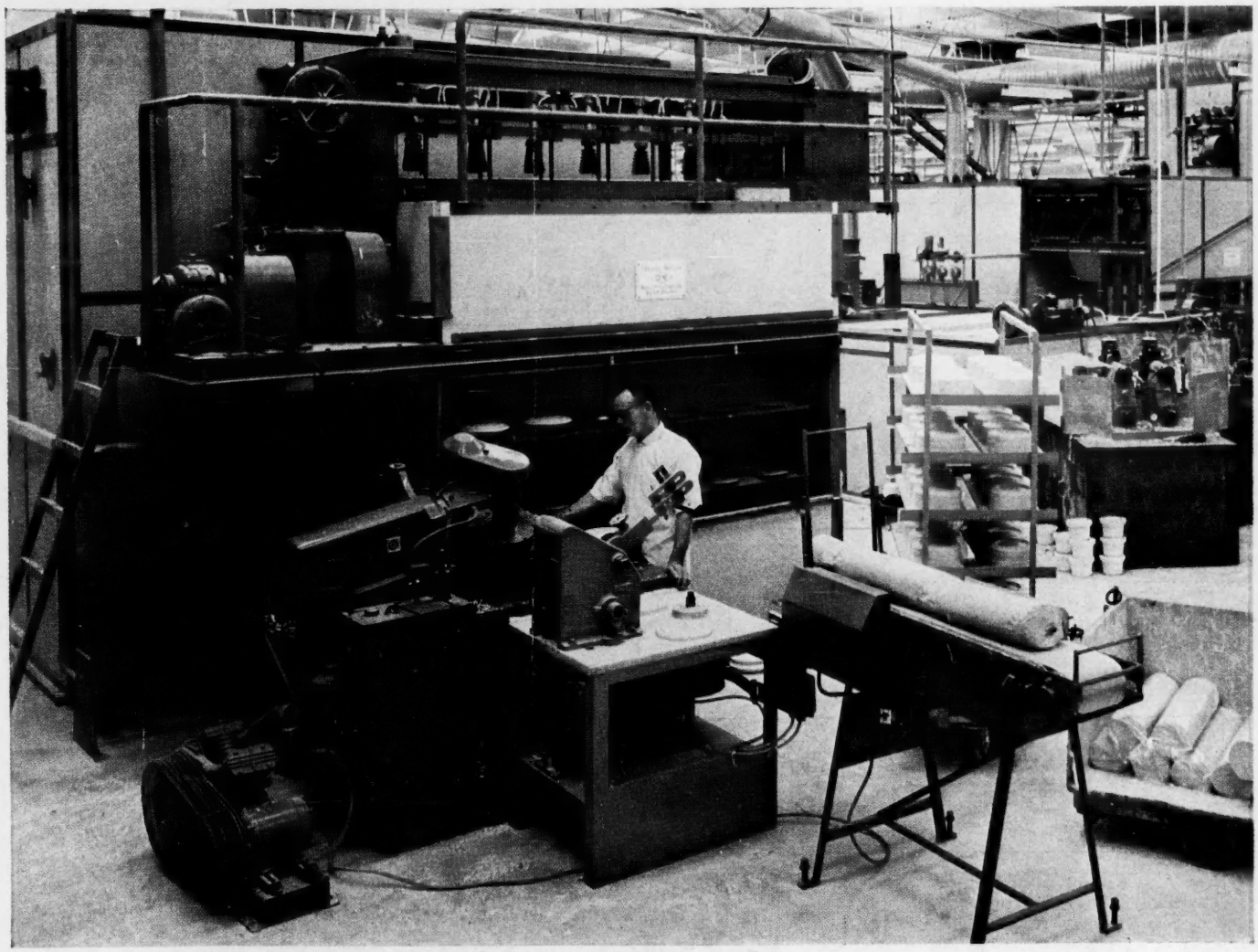

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Any late announcements not indexed on this page will be found at the top of the following page.

Front cover photograph

The Worcester Royal Porcelain Company has recently completed an extensive new single storey factory extension adjacent to the present factory. The Portland Works has been designed on flow-line principles and incorporates very up-to-date equipment; it will be devoted to the manufacture of flameproof porcelain oven-to-table and table wares (Royal Worcester is the only British manufacturer of porcelain). Fine bone china table and ornamental wares will continue to be produced in the present works. As a result of a contract with the West Midlands Gas Board the fuel selected for firing and space heating is gas, and all the equipment installed will easily be converted to natural gas when this becomes available later this year. Gas is convenient, economical, clean and has fine controllability.

Royal Worcester exports over 60 per cent of its total production and the demand for flameproof porcelain is constantly increasing in overseas markets. The new factory is capable of increasing production by 100 per cent and later with the installation of another kiln there is a further potential to 300 per cent.

The picture shows just a small area of the new works with some of the automatic manufacturing equipment and the gas dryers.

LATE ANNOUNCEMENTS

Government relaxes rules on steel imports for shipbuilding

SIR JOHN EDEN, the Minister for Industry said on April 7 that the Government had decided to allow the United Kingdom shipbuilding industry greater freedom to import foreign steel. In reply to a written question he said: 'The Government have reviewed the credit admissibility rules for the Home Credit Scheme and export credit guarantees in relation to their effect on the purchase of steel abroad by United Kingdom shipbuilders. Steel represents a substantial proportion of the cost of a ship, and the limit of 20 per cent on the admissibility of foreign content for guaranteed credit has in practice limited the freedom of the shipbuilding industry to acquire steel from non-BSC sources.

'The Government is anxious that every help should be given to the United Kingdom shipbuilding industry to increase its competitiveness and have therefore decided that the limit of 20 per cent on admissible foreign content can be exceeded by a modest amount where steel imports are part of the foreign content. 'In all other respects the present admissibility procedures will be maintained.'

Re-organisation of defence, procurement and civil aerospace responsibilities

Government proposals for a major re-organisation of its defence, research, development, production and civil aerospace activities were announced on April 7 in a White Paper (Cmnd 4641, HMSO 35p). The proposals are based on the report of a Project Team lead by Mr. Derek Rayner, a member of the business team recruited by the government.

The existing responsibilities of the Ministry of Defence and of the Ministry of Aviation Supply for the procurement of defence equipment will be combined in a single procurement organisation headed by a Chief Executive responsible to the Secretary of State for Defence. It will be known as the Procurement Executive. It will combine the whole range of defence procurement activities in a single organisation.

The Ministry of Aviation Supply will be wound up on May 1 1971. The Secretary of State for Defence will take over responsibility for its research, development, and production activities, including all the research and development establishments. The Secretary of State for Trade and Industry will take over responsibility for civil aerospace policy, including relations with the industries concerned, launching aid for civil aircraft, and other civil aerospace policy matters.

The Secretary of State for Trade and Industry who becomes responsible for civil aerospace policy, will call on the resources of the Procurement Executive for technical advice and for the management and execution of civil programmes.

The Procurement Executive will be carrying out work on behalf of several departments. Apart from its direct responsibility through the Chief Executive to the Secretary of State for Defence, it will also work, on a repayment basis, for the Secretary of State for Trade and Industry and for other departments on occasions.

A Ministerial Aerospace Board will therefore be set up to deal with procurement policy problems arising in this area, and to be the authority for the necessary instructions and policy guidance to the Procurement Executive. The Board will consist of the Secretary of State for Defence and the Secretary of State for Trade and Industry. The Secretary of State for Education and Science and the Minister of Post and Telecommunications will also be members when space procurement policy co-ordination is discussed. The Board will be non-statutory; individual ministers will continue to answer personally for matters for which they have policy responsibility.

Special arrangements will be made for the Concorde Project; the whole of the staff of the Concorde management team will be transferred to the Secretary of State for Trade and Industry; but the specialist supporting staff will remain as part of the Procurement Executive.

The staff concerned with the future of Rolls-Royce will be transferred to the Secretary of State for Trade and Industry on May 1.

The following appointments have been approved:

Lord Charrington, Secretary of State for Defence, to be also appointed Minister of Aviation Supply;

Captain Frederick Corfield to be Minister for Aerospace, Department of Trade and Industry;

Mr. Ian Gilmour to be Minister of State for Defence Procurement, Ministry of Defence;

Mr. David Price to be Parliamentary Under-Secretary of State, Department of Trade and Industry;

Mr. Geoffrey Johnson Smith to be Parliamentary Under-Secretary of State for Defence for the Army, Ministry for Defence;

Mr. Derek Rayner to be Chief Executive of the Procurement Executive, Ministry of Defence.

Fuller details of the White Paper will be given in the next issue of *Trade and Industry*.

Index to Statistics published regularly in TRADE and INDUSTRY incorporating the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	*Last Published*
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	18 Nov. 1970
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	24 Mar. 1971
Balance of payments:	
Civil aviation (Q)	28 Oct. 1970
Trends in invisible transactions (Q)	10 Mar. 1971
UK balance of payments (Q)	10 Mar. 1971
Bankruptcy orders (Q)	17 Feb. 1971
Business names registered (A)	27 Jan. 1971
Capital expenditure:	
Distributive and service trades (A)	12 Aug. 1970
Industry's capital expenditure (Q)	17 Mar. 1971
Catering trades turnover (M)	17 Feb. 1971
Chemicals industry (Q)	17 Feb. 1971
Companies:	
Acquisition and mergers (Q)	10 Feb. 1971
New companies registered:	
Gt. Britain (M)	24 Mar. 1971
N. Ireland (M)	24 Mar. 1971
Computers:	
UK computer market (Q)	13 Jan. 1971
Construction work overseas (A)	14 Oct. 1970
Credit:	
Instalment credit business (M)	This week
International trade credit (A)	This week
ECGD business (Q	3 Mar. 1971
Electronics capital equipment deliveries, research and development (Q)	27 Jan. 1971
Engineering and electrical goods:	
Deliveries and orders (M)	24 Feb. 1971
Film industry:	
British Film Fund Agency returns (M)	This week
Cinema admissions and takings (M)	17 Mar. 1971
Overseas payments and earnings (A)	23 July 1970
Registration of films (A)	24 Feb. 1971
Trends in film going (A)	22 July 1970
Food:	
Consumption levels (A)	24 Feb. 1971
Household consumption (Q)	10 Mar. 1971
Footwear industry orders and deliveries (M)	This week
Foreign trade:	
EFTA trade (Q)	17 Mar. 1971
Industrial countries trade and production (Q)	10 Feb. 1971
World exports of manufactures (A)	30 Sept. 1970
Foreign trade of the UK:	
Direct exports (A)	15 April 1970
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	17 Mar. 1971
Value of overseas trade: analysis of trends (Q)	3 Mar. 1971
Gold and convertible currency reserves (M)	This week
Hairdressing trades turnover (M)	17 Feb. 1971
Hire purchase:	
Assets and liabilities of finance houses (Q)	18 Nov. 1970
Business (M)	This week
Industrial building (Q)	10 Feb. 1971
Industrial development certificates refused (A)	22 July 1970
Industrial production:	
Index nos. (M)	31 Mar. 1971
N. Ireland index (M)	31 Mar. 1971
Wales Index (Q)	31 Mar. 1971
Insurance companies assets (A)	19 Aug. 1970
Investment:	
Book values of overseas direct investments (every 3 years)	23 Sept. 1970
Industry's investment intentions (3 times a year)	20 Jan. 1971
Investment and earnings overseas (A)	8 April 1970
Overseas direct investments (A)	7 April 1971
Laundries and dry cleaners turnover (M)	17 Feb. 1971
Machine tools deliveries and orders (Q)	24 Feb. 1971
Man-made fibres:	
Analysis of production (A)	17 Feb. 1971
Analysis of production (Q)	17 Feb. 1971
Deliveries (Q)	17 Feb. 1971
Production (M)	31 Mar. 1971
Volume of production (M)	17 Feb. 1971
Motor industry:	
Car and commercial vehicle production (M)	31 Mar. 1971
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Office development permits (Q)	10 Mar. 1971
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Nationality of vessels in UK sea-borne trade (A)	10 Feb. 1971
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Overseas payments and earnings (A)	27 July 1970
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Clothing and textile orders and deliveries (M)	31 Mar. 1971
Cotton production (M)	10 Mar. 1971
Hosiery production (M)	24 Feb. 1971
Wholesale houses sales (M)	31 Mar. 1971
Wool exports (Q)	25 Nov. 1970
Wool output (M)	10 Mar. 1971
Tourism:	
International tourism (A)	23 Sept. 1970
UK tourist traffic (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1971
Index nos. (M)	17 Mar. 1971

Department of Trade and Industry Organizations, etc.

Subjects	*Last Published*
Business Monitor titles	31 Mar. 1971
DTI addresses (former BOT offices)	3 Mar. 1971
DTI Regional Directors	3 Mar. 1971
British Commercial representatives overseas	7 April 1971
Customs notices of interest to exporters	31 Mar. 1971
Directory of DTI (formerly BOT) departments and their work	8 April 1970
ECGD local offices	20 Jan. 1971
Index – Oct.-Dec. 1970	17 Feb. 1971
Official receivers offices	20 May 1970
Programme of trade promotions	3 Mar. 1971
Release dates of economic statistics	7 April 1971

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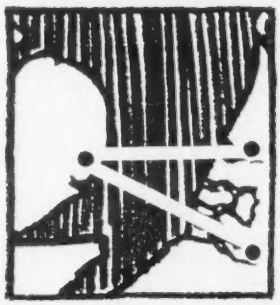

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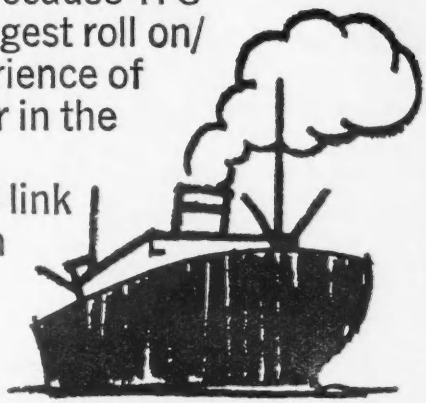

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New trends in East-West trade

By Sir John Stevens, KCMG, DSO, OBE, Chairman, East European Trade Council

Important developments in East -West trade hold great promise for British companies which are organized and ready to take advantage of the expanding business opportunities in the area. New forms of industrial co-operation agreements, joint East-West enterprises and combined ventures in third countries are among the significant changes in trading patterns. At the same time, a new political relationship is developing between East Europe and West Germany (the largest exporter to the area) and the effect of Britain joining the Common Market is being studied closely in East European capitals.

'INDUSTRIAL CO-OPERATION', a relatively new term, covers what is probably the fastest growing area of business between East and West Europe today. How does it work? Let us say a British firm makes a co-operation agreement with an East European enterprise covering delivery and installation of plant and machinery together with the provision of licences and technical know-how. Payment may then be made by the Western firm accepting an agreed percentage of the production of the plant. Alternatively, an Eastern factory may pay for the use of licences by agreeing to make parts or components for the Western licensor. Many arrangements of this kind, or with variations, are already in force and the West European firms involved often find that the parts or components produced in Eastern Europe are cheaper than if they made them themselves.

Industrial co-operation deals, though not necessarily the ideal way of doing business, nevertheless do open up great opportunities for expansion of profitable trade. They call for a flexible and imaginative approach by Western businessmen and so do the complex systems of 'compensation trading', sometimes referred to as 'barter', whereby an exporter is offered in lieu of cash, goods of a kind outside the exporter's own field. The East European Trade Council is able to put exporters in touch with British firms specializing in transactions of this kind.

USSR: our biggest market

Last year British sales to the eight countries of Eastern Europe totalled £258.2 million or 3.2 per cent of our total exports to the world. Overall this showed an increase of 15.8 per cent compared with 1968.

At the same time our imports from the area as a whole went up by a fifth. Our biggest market in the area is of course the USSR. Trade is running two to one in Russia's favour, with Soviet sales to the United Kingdom last year at £220 million against British exports to the USSR of £102 million.

It was against this background that in January the Anglo-Soviet Joint Commission on Trade and Technology held high level discussions in London. The Russian team, led by a deputy Soviet Prime Minister, Mr. Kirillin, totalled 25 including 10 key planners involved in the current 1971-1975 Five-Year Plan. The Russians talked of various large investment projects together worth more than £500 million. Several of these projects are intended to exploit Soviet mineral resources, for example plants to work copper, nickel and iron ore deposits, together with a forging plant, elements of the huge Kamaz lorry plant and plans for rail container traffic between Japan and West Europe via the Trans-Siberia railway. Basically the Russians are of course looking for technological know-how and they hope to do the best possible deal in order to supplement their foreign exchange resources which are ear-marked elsewhere under their Five Year Plans. The ideas they put forward are now being studied closely but it is likely that any negotiations will be protracted.

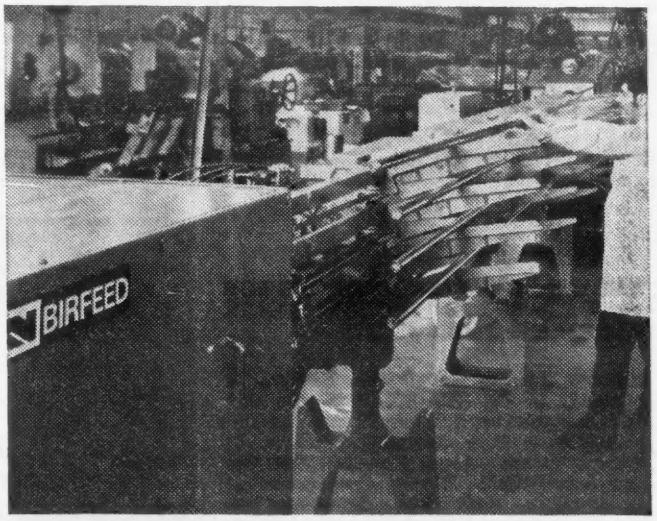
In February and March officers of the Council spent three weeks visiting Poland, Romania and Hungary accompanied by the executive secretary of EETC. Between them they saw upwards of 100 senior trade officials, representatives of technical institutes, Chambers of Commerce and banks, and, of course, our own ambassadors and commercial representatives.

What were our over-riding impressions? A marked readiness on the part of everyone we talked with to develop two-way trade with the United Kingdom: enthusiasm for the 'industrial co-operation' concept already mentioned; interest in every aspect of British technological know-how; a steady development of industrial decentralization; and some apprehension at the effect on East European food exports if Britain joins the Common Market.

Consumer goods in Poland

In Poland, our second largest market in Eastern Europe, it was significant that the production of consumer goods and the modernization of existing consumer goods plants were very much to the fore. But the main subjects at two valuable 'round tables' organized by the Polish Chamber of Foreign Trade were industrial co-operation and Polish exports and marketing techniques in Britain, a subject on which Poland needs impartial and authoritative advice. Members of the recent Polish Packaging Mission to the United Kingdom were enthusiastic about their visit and plans were discussed for missions to Britain representing mechanical

(*Continued on next page*)



Western machinery is in great demand for the new £400 million Zhiguli car factory in Russia. The latest order is for two four-high Birfeed automatic bar feeding magazines, manufactured by GKN Machinery Ltd. of Cable Street, Wolverhampton, a member of the GKN Engineering sub-group. The Birfeeds will eliminate hand loading into manual bar carriers and boost production on two of the four 4-Hi Conomatic bar machines recently supplied by Cone Automatic Machine Company Ltd., of Aldridge, Staffordshire, for the high-speed manufacture of automotive parts. Total value of the order is about £70,000.

EAST-WEST TRADE, *continued*

and electrical engineering and brewing. The Director of Metronex-Mera, the Polish automation and computer group, was anxious to improve his contacts with the British technical press.

The Romanian economy is passing through a transitional phase, the difficulties of which were exacerbated by last year's floods which led to a special one-year plan for 1971. It is important that British companies should make special efforts to find out how the changing scene affects them. New fields for study include shipbuilding and other major growth industries such as aviation, agriculture and tourism. British commercial standing is high at present but Romanians are concerned at their trade imbalance with us. Their approach to foreign trade remains strictly bilateral and long-term (five years or more) contracts are preferred. Provided Romanian export earning capacity keeps abreast of her considerable purchasing requirements, there is every prospect of substantially increasing trade. Hence the enthusiasm in Bucharest for industrial co-operation deals with Western firms.

Work on Romania's next Five Year Plan (1976-1980) will be started in 1973 and therefore it is highly desirable that steps should be taken to convince the Romanians in the meantime that it is to their advantage that suitable British projects should be written into the next plan.

Opportunities in Hungary

In Hungary, as elsewhere in the area, visiting British businessmen can obtain valuable help from the commercial section of the British Embassy. The Hungarian Chamber of Commerce is growing in importance as industrial decentralization continues. The British Engineering Week in March marked a further significant increase in the British export effort, which last year approached a two to one balance in our favour. This clearly raises problems for the future, and it is in the interests of British exporters that the EETC should give all possible help to the Hungarians to sharpen their selling techniques in Britain. The trade imbalance also points to the desirability of more 'co-operation' deals, for example in the fields of industrialized building methods and public works systems. We were told of important possibilities in the construction of pipelines for sewage, water, gas, electricity and telecommunications. There was interest in equipment for earth-moving and pipe-laying and in powered hand tools. The National Office for Technical Developments has put up to the DTI a list of 23 co-operation proposals from Hungarian enterprises and we were informed that 50 replies have already been received from British industry.

As in Hungary, so in neighbouring Czechoslovakia, the emphasis today is on industrial co-operation, where mutual advantage is often to be found. In Prague the concept embraces licensing, buying and selling of know-how, joint research, co-operation in design, joint production, technical training and consultancy services. Czechoslovak engineering products are already well known in Britain.

Turning to East Germany, our exports at £16.9 million last year show a one-third increase over 1968 and are almost balanced by East German sales to Britain. At the Leipzig Spring Fair in March, talks on how to increase two-way trade were held between the GDR Section of the London Chamber of Commerce and the recently formed British section of the GDR Chamber. Twenty-five British companies at the Leipzig Fair took part in the first British Engineering Symposium to be held in East Germany.

Technological symposia

Technological symposia of this kind are an increasingly valuable aid for British exporters. For example, a 13-man mission from the Paper Machinery Makers' Association visiting Eastern Europe in March-April made presentations accompanied by films and slides in Budapest, Bucharest, Prague and Warsaw.

Texts of technical papers were translated and distributed in advance. Speakers using visual aids had the assistance of an interpreter. Questions were encouraged during the presentation and a round table discussion followed.

Thus the members of the PMMA mission were able to put across a very effective marketing story to key audiences of heads of buying organizations, directors of research establishments and technicians. The meetings had been set up with the help of our Embassies in the countries concerned.

Although technological symposia demand a great deal of advance planning and preparation there is no doubt that they are worth the energy expended. I hope that we shall see many more in the future.

Bulgaria is looking to the West for manufacturing licences : for example in the fields of chemistry, man-made fibres, plastics and rubber, details of 33 specific licences to be purchased in 1971 have been announced in Sofia. Sales to Bulgaria of capital and semi-capital goods will be facilitated by the recent £5.9 million line of credit negotiated by ECGD and the National Westminster Bank.

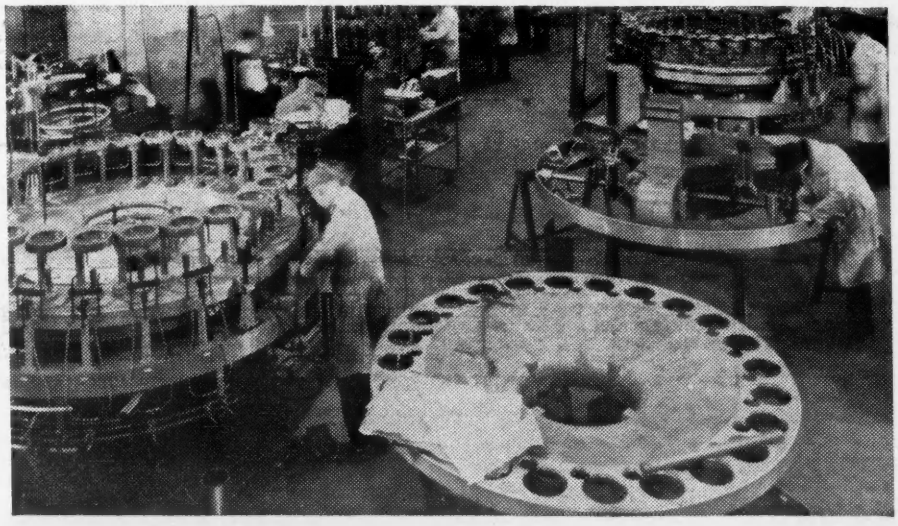
New approach needed

To sum up : conditions in Eastern Europe are changing. The growing decentralization of national economies is making it easier to get in touch with managers of individual enterprises. Western firms are finding it increasingly profitable to advertise in the technical and professional periodicals of Eastern Europe. Managers are having more say in the type of machinery and equipment that is needed for both domestic and export production.

'As manufacturers, the countries of Eastern Europe are making inroads on the world market and are demanding more and more sophisticated technology' says Mr. L. Friedman, Chairman of the East European section of the Birmingham Chamber of Commerce and a deputy-chairman of EETC. 'Their short term dependence on industrial imports from the West is turning into a long-term need for technological partnership. This change in the structure of East-West trade must be matched by a change in our approach. Both sides have a marketing job to do.'

BADALEX WIN RUSSIAN ORDER FOR TWO COMPLETE VACUUM FLASK FACTORY INSTALLATIONS

Badalex Ltd. of Weybridge, Surrey – a company in the Sale Tilney group – have just received an order from Technopromimport of Moscow. Valued at £3.4 million, the order is for two complete vacuum flask factory installations. Picture shows some of the tubulating, sealing and exhaust machines for Technopromimport under construction in a Badalex factory. In addition to vacuum flask machinery the company build automatic lamp manufacturing machines of all types, reed switch and coating machines as well as standard automatic production equipment.



United Kingdom trade with Eastern Europe 1968-1970

Imports £ million cif
Exports £ million fob

	United Kingdom Imports 1968	United Kingdom Exports 1968	United Kingdom Imports 1969	United Kingdom Exports 1969	United Kingdom Imports 1970	United Kingdom Exports 1970	Percentage Change 1968-1970 Imports	Percentage Change 1968-1970 Exports
USSR	158·0	104·6	197·2	97·1	220·1	102·1	*+39·3*	*– 2·4*
Poland	60·5	44·6	57·0	55·0	63·0	59·7	*+ 4·1*	*+33·9*
Romania	25·8	29·1	25·0	32·0	23·2	29·1	*– 10·1*	No change
Czechoslovakia	23·1	18·6	21·5	18·2	22·8	20·4	*– 1·3*	*+ 9·7*
Hungary	10·0	9·4	12·6	13·3	10·6	19·0	*+ 6·0*	*+102·1*
East Germany	17·6	12·4	14·6	12·7	16·1	16·9	*– 8·5*	*+36·3*
Bulgaria	7·5	4·1	7·3	5·0	8·3	11·1	*+10·7*	*+170·7*
Albania	0·1	0·1	—	0·1	—	0·2	—	*+200·0*
Total E. Europe	302·6	222·9	335·2	228·9	364·1	258·2	*+20·3*	*+15·8*

There is no doubt that East-West trade is going to expand significantly. Opportunities for British companies will multiply. Success will go to those firms which establish contact and mutual confidence with potential end users, licensees or manufacturing partners at technical director or senior engineering level. Close and continuous study of the various markets is essential.

To help industry to meet the challenge of these new developments, we have expanded the membership of the East European Trade Council. New deputy chairmen with special responsibility for particular areas will make more frequent visits to Eastern Europe in order to ensure that the essential function of the Council as an information centre is as efficient as possible.

Lastly, it is important to remember that we are dealing with planned economies and that, because their economies are planned, the East European countries have a natural preference for long term contracts both ways. Whatever procedures may be usual in the West, it is clear that East European buyers will listen more attentively to those Western suppliers who can offer long term, stable arrangements and more attentively still to those who can offer long term purchasing arrangements to match long term selling contracts.

The following publications are available:
Contracts with Eastern Europe (87½*p*)
Licensing in Eastern Europe (*Free*)
East European Trade Council, 6-14 Dean Farrar Street, London, S.W.1 (Tel. 01-930 3121).

Sir John Eden speaks on growth and performance of electronics industry

CONGRATULATIONS TO the electronics industry for 'an excellent record of growth and export performance' were delivered by Sir John Eden, Minister for Industry, in a speech to the Electronic Engineering Association on April 7. Sir John said that in 1970 exports for the whole industry were up by 23 per cent while those of computers and other capital goods increased by 22 per cent. 'But in spite of these successes,' he warned, 'imports exceeded exports for the first time. This was due to a large increase in imports of computer parts and peripherals which outweighed the improvement in the export figures. Of course, some of them are later incorporated in whole systems and then sold overseas. While I welcome the extent to which computer manufacture in Britain is increasing, the imbalance is worrying and I should like to see more parts and peripherals made here.'

Avionics

Sir John said that electronic equipment accounted for about one third of the total cost of a modern military aircraft.

Formidable problems faced the aircraft industry, but the industry's remarkable resilience and adaptability would help to guarantee its future.

'I know you have been worried that in collaborative projects Britain does not obtain its fair share,' he said, 'and that avionics tends to come a poor third in the priorities: after aero engines and airframes. Let me assure you that this Government is determined to get the balance right in obtaining the maximum possible share for the whole of the United Kingdom industry. But we will also bear in mind that without these multi-national projects we could not sustain the scale of research, development and investment which is required.

Entry into EEC

'Increasingly, companies are thinking of a wide variety of industrial links with their European counterparts. Of all the changes likely to occur in the next decade, our entry into the European Communities would be the most far-reaching. You already know of the chief advantage that membership would bring: a "home" market, which for the electronics industry by 1972 could be as much as £6,000 million as opposed to £1,500 million for the United Kingdom alone.

'It is for this challenge and to meet these opportunities that we must now be preparing.'

The Budget

The Minister said that it was commonly alleged that the ending of investment grants and the introduction of the new capital allowances had led to a liquidity gap; and that this had contributed to the difficulties which many companies were now experiencing. 'But there is no such thing as a liquidity gap,' he stated. 'We were well aware last October that there was potentially a shortage of liquidity. That was why we introduced a retrospective cut of 2½ per cent in Corporation tax for the financial year 1969. This reduced the tax payment due last January. The net effect of our October 1970 measures on private industry was an expected gain of £60 million in the last financial year and a further £81 million in the year just started.

'And these figures do not take into account the further cut in Corporation tax in last week's Budget, nor the halving of SET, nor any of the other beneficial measures announced by the Chancellor last week. There is no doubt that the total effect of all these measures is already acting to restore business confidence. So long as all of us help to hold back inflationary wage settlements the way is now clear for profitable schemes to go forward.

'We are fortunate in this country to have a flourishing and sophisticated capital market. If a project is worth investing in then there should be no difficulty in raising money, even for the longer term programme in which the electronics industry so frequently has to engage If there is risk in funding for the future it is not confined to this industry or this country. What is essential is confidence in the competence of management; given that, the City will respond. The Budget has set the economic framework within which there is every opportunity for efficient industry to flourish. Within this same general framework it will be our purpose to stimulate the normal processes of competition, for only in this way is it possible to ensure the proper allocation of our country's resources.

Government purchases of electronic capital goods

'The Government, of course, will always be a major purchaser of electronic capital goods. As such it will have a direct impact on the fortunes of the industry. I know you are well aware of the importance of public procurement and I can assure you that the Government also recognises its significance to the industry and the need to get it right. While public authorities have a *duty* to see that they get value for money they will also need to have regard to their responsibility in helping to sustain profitable design and manufacturing capability in this country. The customer cannot ensure this on his own; public procurement as such is no panacea. Given conditions of fair competition goods produced by our industry must sell themselves through their own excellence and not through a system of national preference.'

Addresses of ECGD Local Offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters. Its object is to provide on a self-supporting basis, the cheapest form of export credit insurance possible. Total business declared for the Financial Year 1969/70 was £2,696 million. The Head Office of ECGD is at Aldermanbury House, Aldermanbury, London, EC2P 2EL Tel. 606 6699 telex 883601. The Department's local offices are as follows:

London (City)
London postal districts E., and E.C.2 and 3, and the county of Essex.
J. V. Baker, Marlon House, 71-74 Mark Lane, London EC3R 7HS. Tel. 488 3491. (Code: 01-488 3491) Telex 886888.

London (South)
London postal districts of E.C.4, S.E.1-27 and S.W.1-20. Counties of Kent and Surrey (Greater London Council Area only)
J. A. Dorrian, DFM, 42-46 Weston Street, S.E.1. Tel. 407 5011. (Code: 01-407 5011) Telex 888575.

London (North)
London postal districts of N., E.C.1, W.C.1 and 2, County of Hertford.
G. J. A. Link, 1-4 Old North Street, Red Lion Square, WC1R 4TE. Tel. 405 8991. (Code: 01-405 8991) Telex 2633615.

London (West End)
London postal districts N.W. and W. County of Middlesex.
D. G. Hake, Waverley House, 7-12 Noel Street, London, W1V 3PB. Tel. 1-437 2292. Telex 24105.

Bedford
Counties of Bedford, Cambridge, Huntingdon, Norfolk and Suffolk.
D. A. Green, Heron House, 49-51 Goldington Road, Bedford. Tel. Bedford 58798 (Code: 0234 58798) Telex 82350.

Belfast
The six counties of Northern Ireland.
R. H. Forsyth, Scottish Provident Buildings, 7 Donegall Square West, Belfast, BT1 6JE. Tel. Belfast 29428. (Code: 0232 29428) Telex 74577.

Birmingham
Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery, Radnor and Stafford.
B. T. Clark, Chamber of Commerce House, Harborne Road, Birmingham, 15. Tel. Edgbaston 4375. (Code: 021-454 4375) Telex 33132.

Bradford
The West and North West of the West Riding of Yorkshire (excluding Barnsley, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
F. Wilmot, West Riding House, Cheapside, Bradford, BD1 4LG. Tel. Bradford 25147. (Code: 0274 25147) Telex 51161.

Bristol
Counties of Gloucester East of the Severn, Wiltshire, Dorset, Somerset, Devon, Cornwall and the Channel Islands.
W. D. Begg, Washington House, Great George Street, Bristol, BS1 5QL. Tel. Bristol 22102. (Code: 0272 22102) Telex 44248.

Cardiff
Gloucester West of the Severn, Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan and Monmouth.
G. H. Turl, St. David's House, Wood Street, Cardiff CF1 1ES. Tel. 26657. (Code: 0222 26657) Telex 49284.

Crawley
Counties of Surrey (excluding area covered by GLC) and Sussex.
F. R. Burge, Barden House, 36 Spencers Road, West Green, Crawley, Sussex. Tel. 23444. (Code: 0293 23444) Telex 87374.

Edinburgh
The counties of Angus, Berwick, Clackmannan, Dumfries, Fife, Kinross, the Lothians, Peebles, Roxburgh and Selkirk.
J. S. Anderson, 108 George Street, Edinburgh, EH2 4LN. Tel. Caledonian 3004. (Code: 031-225 3004) Telex 72170.

Glasgow
The counties of Aberdeen, Argyll, Ayr, Banff, Bute, Caithness, Dunbarton, Inverness, Kincardine, Kirkcudbright, Lanark, Moray, Nairn, Perth, Renfrew, Ross and Cromarty, Stirling, Sutherland, Wigtown and the Orkneys, Shetlands, Western Isles and Hebrides.
R. H. K. Hughes, 7 West George Street, Glasgow, C.2. Tel. Central 3056. (Code: 041-CEN 3056) Telex 77130.

Leeds
The East and North Ridings of Yorkshire (excluding the area North of a line from Yarm to Staithes). The East and North of the West Riding of Yorkshire (including Goole, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
W. A. Luxton, Headrow House, 42 The Headrow, Leeds, LS1 8HD. Tel: Leeds 30082. (Code: 0532 30082). Telex 55232.

Liverpool
The Welsh counties of Anglesey, Caernarvon, Denbigh and Flint; Western parts of Lancashire and Cheshire (including Lancaster, Preston, Wigan and Warrington), and the Isle of Man.
J. M. Foster, Number One Old Hall Street, Liverpool, L3 9HJ. Tel. Central 5756. (Code: 051-236 5756) Telex 62537.

Manchester
The Eastern parts of Lancashire and Cheshire (excluding Lancaster, Preston, Wigan and Warrington) and parts of Derbyshire.
W. Ford, Cheshire House, 18-20 Booth Street, Manchester, M2 4AJ. Tel. Central 8861. (Code: 061-CEN 8861). Telex 667756.

Newcastle-upon-Tyne
Counties of Northumberland, Durham, Westmorland and Cumberland; part of North Riding of Yorkshire, including Middlesbrough, Redcar and Thornaby-on-Tees.
R. A. Bounds, 2 Osbourne Road, Newcastle-upon-Tyne, NE2 2BL. Tel. Newcastle 814214. (Code: 0632 814214) Telex 53305.

Nottingham
Counties of Leicester, Rutland and Northampton, and parts of the counties of Nottingham, Derby and Lincoln.
A. E. Beedle, Equitable House, Old Market Square, Nottingham NG1 2LE. Tel 46585. (Code: 0602 46585) Telex 37566.

Reading
Counties of Berks, Bucks, Hants and Oxford.
K. I. Humphrey, 18 The Forbury, Reading, RG1 3EJ. Tel. Reading 580577. (Code: 0734 580577). Telex 84422.

Sheffield
The Southern triangle of the West Riding of Yorkshire (including Barnsley), and parts of the counties of Nottingham, Derby and Lincoln.
W. K. A. Oxley, 8-12 Furnival Gate, Sheffield, S1 4QN. Tel. Sheffield 29151. (Code: 0742 29151) Telex 54244.

New York
In the United States exporters can obtain assistance from the Department's resident representative for the United States and Canada.
J. H. Hall, 150 East 58th Street, New York, 10022, USA. Tel. 593 2258. Telex 420543.

Mr. Noble at Eurocontrol meeting

MR. MICHAEL NOBLE, Minister for Trade, visited Brussels for the meeting on April 6 of the Permanent Commission of Eurocontrol, the European Organization for the Safety of Air Navigation.

He had talks with Ministers representing the Federal Republic of Germany, Belgium, France, Luxembourg, the Netherlands and the Republic of Ireland.

The Eurocontrol organization comprises the Permanent Commission which deals with matters of general policy, and the Air Traffic Services Agency, which is planning a new Air Traffic Control Centre at Maastricht to control traffic in the upper airspace of the Benelux States and Northern Germany by 1975 at the latest.

Oil pollution defences described in 'New Technology'

WORK ON COMBATING oil pollution at sea before and since the 'Torrey Canyon' disaster in March 1967 is described in an article in the March issue of *New Technology*. Mr. J. Wardley Smith, of the Department of Trade and Industry's Warren Spring Laboratory at Stevenage, says: 'In the opinion of British experts the most effective method of clearing up oil at sea is to disperse it, the oil being first sprayed with a suitable chemical – usually a hydrocarbon solvent and an emulsifier – and then stirred into the sea.' Thirty ports throughout the United Kingdom are provided with sets of equipment and stocks of a low-toxicity dispersant, selected after tests conducted at WSL and the Burnham Laboratory of the Ministry of Agriculture, Fisheries and Food.

Maintenance engineering costs British industry some £1,100 million a year, and if industry took action on a proper appreciation of the factors involved, it could save around £500 million, the lead article of the March *New Technology* argues. The article is written by Major-General Sir Leonard Atkinson, chairman of the Department of Trade and Industry's Committee on Terotechnology.

Other features in the March issue describe a physical-analysis service offered industry by AERE, Harwell, and how research at Royal Radar Establishment on solid-state inverters has benefited metal induction heating processes used by industry.

New Technology is available free from COI, Hercules Road, London, S.E.1

New refrigerator factory at Londonderry

LEC REFRIGERATION, the United Kingdom refrigerator manufacturer, has established a new factory in Londonderry. The official opening ceremony on April 2 was performed jointly by Mr. Robin Bailie in his first public engagement as Minister of Commerce and Mr. David Purley, the 26-year-old son of Mr. Charles Purley, chairman and managing director of the Bognor Regis-based LEC company which employs over 1,200 people and has an annual turnover of about £6 million.

The 88,000 sq. ft. factory went into production in February of this year with 30 workers. Today the labour force stands at 80 and the company's employment target for Londonderry is almost 340 people, 300 men. It is intended that the Maydown factory will eventually become a self-contained unit producing several models to complement the Bognor Regis production line which turns out about 80 different models of commercial and domestic fridges for the United Kingdom and overseas markets.

Advance factory at Doncaster

THE ENGLISH INDUSTRIAL Estates Corporation has announced that a contract worth about £120,000 has been awarded to Quibell and Sons Ltd., Doncaster, for the construction of a 25,780 sq. ft. Advance Factory at Shaw Lane, Doncaster. This contract includes site development works which will enable the unit to be extended by a further 75,000 sq. ft.

Work on the factory is expected to commence in mid-April and the unit will be available for occupation by the end of the year. A unit of this size would normally give employment to about 100 to 120 people. It is the first of the Government financed advance factories to be started in any of the Intermediate Areas.

Inquiries for this factory should be addressed to: Mr. J. Derbyshire, Estates manager, English Industrial Estates Corporation, 12 South Parade, Doncaster, or Dr. L. Bovey, Regional director, Department of Trade and Industry, City House, New Station Street, Leeds, LS1, 4JO.

Official appointments

THE SECRETARY OF STATE for Trade and Industry has authorized the following appointments:

Mrs. M. Lee, of Bradford, to be a member of the North Eastern Gas Consultative Council.

Councillor T. C. R. Legge, of Hunstanton, to be a member of the Eastern Gas Consultative Council.

Councillor C. F. Ford, of Spalding, to be a member of the East Midlands Electricity Consultative Council.

Councillor M. C. Grieveson, of Rochester, Councillor Q. Lloyd, of Northiam, and Mrs. E. B. Bumstead, of Westbere, as members of the South Eastern Electricity Consultative Council.

Patents endorsed 'Licences of Right'

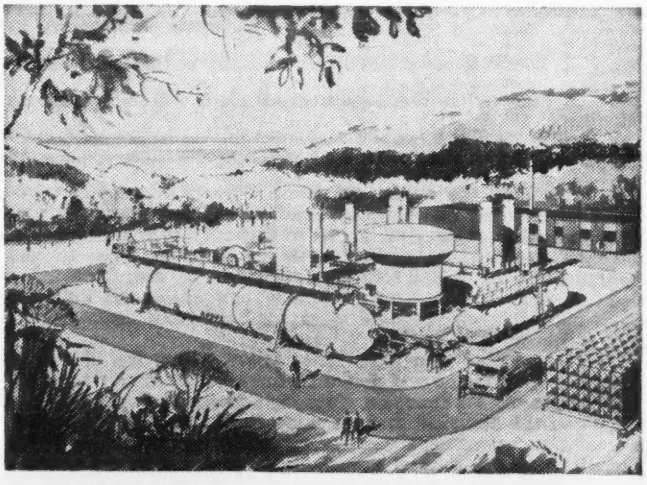
UNDER SECTION 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the date specified:

Number	Grantee	Subject Matter
	March 24, 1971	
944,002	Standard Telephones & Cables Ltd.	Fault locating circuit arrangement
1,024,230	Standard Telephones & Cables Ltd.	Multi-stage crosspoint arrangement for telecommunication, particularly telephone exchange systems
1,029,163	Standard Telephones & Cables Ltd.	Telephone sets
1,039,342	Standard Telephones & Cables Ltd.	Decoding equipment
1,046,792	Standard Telephones & Cables Ltd.	Coding equipment for pulse code modulation systems
1,046,930	Standard Telephones & Cables Ltd.	Coding equipment for pulse code modulation systems
1,107,346	Standard Telephones & Cables Ltd.	A method of synthesizing a digital waveform
1,109,048	Standard Telephones & Cables Ltd.	Coding equipment for pulse code modulation systems
1,113,920	Standard Telephones & Cables Ltd.	An improved laser unit
1,117,719	Srandard Telephones & Cables Ltd.	Terminal for printed circuit board
1,118,579	Standard Telephones & Cables Ltd.	A method of an apparatus for growing an epitaxial layer of semiconductive material on a surface of a semiconductive substrate
1,158,842	Standard Telephones & Cables Ltd.	Coding equipment for P.C.M. systems
1,159,074	Standard Telephones & Cables Ltd.	Pulse code modulation decoders
1,177,286	Standard Telephones & Cables Ltd.	Oscillator

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

The Patents Office.

E. ARMITAGE,
Comptroller.



An artist's impression of a sea water desalting plant which is to be built in England near Ipswich to produce a million gallons of fresh water a day. The £2 million project is sponsored jointly by the Water Resources Board and the United Kingdom Atomic Energy Authority, and the plant is to be built by Simon-Carves Ltd.

Departmental Committee on property bonds and equity-linked life assurance

MR. JOHN DAVIES, Secretary of State for Trade and Industry, announced in the House of Commons on April 6 the names of those who have agreed to serve as members of the Departmental Committee on property bonds and equity-linked life assurance. The chairman is Sir Hilary Scott, whose appointment was announced on February 10.

The following are the members of the committee: Mr. R. W. Abbott of Bacon and Woodrow, consulting actuaries; Professor George Clayton of the Business School, Sheffield University; Mr. J. T. Corbett of Peat, Marwick and Mitchell, chartered accountants; Mr. J. B. Dow, until recently general manager of Standard Life Insurance Company Ltd.; Mr. G. H. Fletcher, chairman of the Association of Unit Trust Managers; Mr. Robert Hollond of J. Henry Schroder Wagg and Co. Ltd., merchant bankers; Miss Eirlys Roberts, editor in chief and head of research division, Consumers' Association; Mr. D. L. Stebbings of Freshfields, solicitors.

The secretary of the committee is Mr. A. Berry and the assistant secretary Miss H. Brenchley, both of the Department of Trade and Industry. The committee's address is Dean Bradley House, Horseferry Road, London, S.W.1.

Background note:

The terms of reference of the committee, announced in the House of Commons on February 10, are:

'To consider the working of the Insurance Companies Acts 1958-1967, and of the Prevention of Fraud (Investments) Act 1958, in so far as the latter is relevant, in the light of life assurance schemes involving the issue of equity-linked policies, unit-linked policies, property bonds and similar schemes, and to advise on the adequacy of the protection afforded by these Acts to policyholders in these schemes.'

The chairman, Sir Hilary Scott, is a senior partner in Slaughter and May, and was president of the Law Society in 1966. He was a member of the Jenkins Committee on Company Law from 1959 to 1962 and is a member of the Noise Advisory Council.

Technical export information for electrical manufacturers

THE TECHNICAL HELP to Exporters Section of the British Standards Institution has published five more *Technical Digests* in the electrical series:

No. 24A, Issue 1, 'Electrical equipment for use in domestic and commercial situations to Yugoslavia.'

No. 25ABC, Issue 1, 'Electrical equipment for use in domestic, commercial and industrial situations and in flammable atmospheres to Greece.'

No. 27C, Issue1, 'Electrical equipment for use in flammable atmospheres to Czechoslovakia.'

No. 29B, Issue 1, 'Electrical equipment for use in industrial situations to Hungary.'

No. 32ABC, Issue 1, 'Electrical equipment for use in domestic, commercial and industrial situations, and flammable atmospheres to Turkey.

Like others in the series, the latest *Digests* provide comprehensive information on what specifications and approvals arrangements and other regulations apply to various kinds of electrical equipment exported to the countries covered. In three of the *Digests*, much of this information is given in the form of a schedule which lists particular items of equipment and indicates against each one which specifications and approval arrangements apply and other information.

The *Digests* also give basic information about the electricity supply in each country and give the general requirements for electrical equipment. An appendix gives the addresses of organizations with which the electrical exporter may come into contact with in the countries concerned. Copies of all the specifications and codes referred to in the *Digests* are available from THE for sale or loan and translations can be arranged.

The *Digests* can be supplied either singly or as part of an annual subscription. Inquiries about *Digests* or about the many other THE facilities for providing technical export information should be directed to the THE Section of the British Standards Institution, Maylands Avenue. Hemel Hempstead, Herts (Tel. 0442 2341).

Applications for temporary exemption from import duty

THE DEPARTMENT of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1 preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by April 28.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.06	Cresol, mixed isomers, containing not more than 2·0% by weight of *o*-cresol	Synthetic meta para cresol cresol mixed isomers	December 31, 1971	13575
29.10	17α - Ethynyl - 3, 3 - dimethoxyoestr-5 (10) - en-17β-ol	17β - Hydroxy - 17α - ethynyl - 5 (10) estren - 3 - one - dimethyl ketal	December 31, 1971	13582
29.13	3, 3-Dimethoxyoestr-5 (10)-en-17-one	5 (10) Estren-3 17-dione--3-dimethyl ketal	December 31, 1971	13583
29.23	Methoxyphenamine hydrochloride	As in previous column	December 31, 1971	13588
29.44	Clindamycin 2¹-palmitate hydrochloride	Clindamycin palmitate hydrochloride	December 31, 1971	13585
34.02	Alkoxylates of those normal secondary alcohols which contain on average not less than 9 and not more than 15 carbon atoms in the molecule	Products of the condensation of normal diphalic secondary alcohols containing 9 to 13 carbon atoms in the molecule with epoxy alkane or alkane diols	December 31, 1971	13562

Note – Amended Definition

Interested parties will wish to know that an application has been received to amend the definition of Cans for Hams (73.23), advertised in the *Board of Trade Journal* on January 21, 1970 to the following: Tinplate containers, not being circular or rectangular, consisting of a can lipped for sealing, plain or printed externally and lacquered internally, with internal dimensions of not less than 120 millimetres nor more than 168 millimetres in length, not less than 85 millimetres nor more than 120 millimetres at widest point and not less than 45 millimetres nor more than 70 millimetres in depth, of minimum capacity of 445 cubic centimetres and a maximum capacity of 940 cubic centimetres, scored for opening with opening key attached to base, and related sealing lids.

The Protection of Depositors (Registration of Documents) (Fees) (Revocation) Regulations 1971

THE REGULATIONS (SI 1971 No. 574) revoke SI 1964/1592, the Protection of Depositors (Registration of Documents) (Fees) Regulations, with effect from May 1.

At present a fee of 25p is payable to the registrar of companies when accounts, notices and documents are delivered to him for registration under the Protection of Depositors Act, 1963. The effect of the new Regulations is to abolish this fee with effect from May 1.

Copies of the Regulations may be obtained from HMSO, price 2p, or 4½p including postage.

BTA will award 'Oscar' for tourist enterprise

THE 'COME TO BRITAIN' Trophy will again be awarded by the British Tourist Authority in 1971. A bronze statuette of St. Christopher, it will go to the company, organization, local authority or individual judged to have introduced Britain's best new tourist service, facility or amenity during the current year.

Full details of the award scheme can be obtained from Department UKPR, BTA, 64 St. James's Street, London, S.W.1.

Investment and Building Grants Bill

THE Investment and Building Grants Bill was introduced and published on April 7.

The Bill contains provision for the abolition of Investment Grants announced in paragraph 4 of the October 1970 White Paper on Investment Incentives (Cmnd 4516) and also for the increase in Building Grants in the Development Areas announced in paragraphs 14/15 of the same White Paper.

Investment grants are being replaced by simplified and improved capital allowances from October last.

The rates of building grant in Development Areas are being increased from 25 per cent (or 35 per cent in special cases) to 35 per cent (or 45 per cent in special cases). There is no change in the rates in Intermediate Areas. These will remain at 25 per cent (or 35 per cent in special cases).

Annual review of heavy plant programme for the electrical supply industry

A REVIEW of the plant investment programme for the electricity supply industry was held on April 6 by officials of the Department of Trade and Industry, the supply industry, and the manufacturers through the British Electrical and Allied Manufacturers Association.

Both the supply industry and the manufacturers welcomed the renewal of this review procedure, established last year, as an essential step in the efforts to secure greater stability in plant ordering.

After a full discussion the DTI and the electrical supply authorities agreed to give further consideration to all the views put forward.

South American orders for CC7 hovercraft expected

ORDERS FOR the CC7 amphibious hovercraft are being negotiated following a series of higly successful trials over difficult terrain in South America. The craft, manufactured by Cushion-Craft Ltd., the Britten Norman subsidiary, began trials on February 2 on the River Amazon at Manaus, Brazil. These trials and demonstrations, jointly funded by the Department of Trade and Industry and Anglo-South American Agencies Ltd., continued until February 17.

During this period trials were undertaken with all three branches of the Brazilian armed forces, the Customs authorities and various private companies engaged in transport, exploration and mining. Throughout the trials the craft operated with one hundred per cent reliability in temperatures up to 90 degrees F. and at times in torrential tropical rainstorms. The amphibious capacity and high degree of manoeuvrability of the CC7 were well demonstrated in pursuit and exploration along narrow, shallow rivers which would have been difficult, if not impossible, for a dug-out canoe.

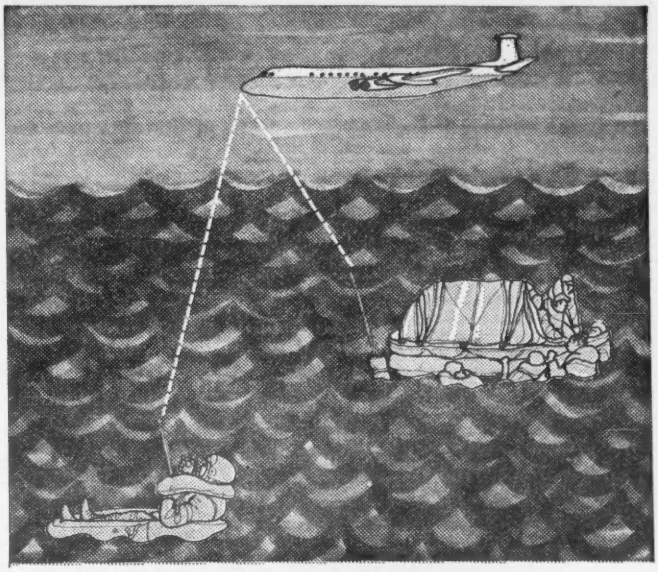
Following the demonstrations at Manaus, the CC7 undertook a 1,000 mile expedition from Manaus to Georgetown, in conjunction with the BBC.

The craft left Manaus on February 25 with six people on board together with their food, camping and survival equipment, cameras and sound apparatus and spare fuel. This put the all-up weight to over 7,000 lbs., which is a considerable overload. During the first day, a distance of 235 miles was covered. The town of Boa Vista, some 540 miles by river from Manaus, was reached after 2½ days. The craft refuelled along the entire route from fuel especially dumped for the purpose several weeks before.

After a week's stay at Boa Vista, the craft crossed the Brazilian border and left the river for a 70 mile overland crossing of Savannah type country to Karanambo in Guyana. The craft then re-entered the water and arrived at Georgetown on March 24 after covering the 1,000 miles, through difficult conditions, in 51 operating hours.

Throughout the craft's stay in South America maintenance, carried out by one engineer, was minimal.

The CC7, the quietest commercial hovercraft built, is a 6,000 lb., amphibious utility craft able to carry nine passengers or a one ton load. One United Aircraft of Canada ST.6B marine gas turbine engine drives two centrifugal fans for lift and thrust. The ability to deflate the flexible side decks, for long journeys between operational sites, makes the craft ideal for narrow and difficult roads.



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Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

FRIDAY, APRIL 2

Report of the Mensforth Committee

The following statement was made by Mr. John Davies, Secretary of State for Trade and Industry, in answer to a question on the report of the Mensforth Committee.

'I am grateful to Sir Eric Mensforth and his colleagues for their Report on the means of Authenticating the Quality of Engineering Products and Materials. This brings together a very useful assembly of information and advice on an important subject.

'The Report discusses both mandatory and voluntary quality assurance. Mandatory quality assurance stems from regulations made by Parliament in order to protect the safety, health and welfare of the citizen and the environment in which he lives. Where such regulations lay down product specifications, means must generally be provided for establishing that goods offered for sale conform to those specifications. Both the specifications themselves, and the means of demonstrating conformity, differ from one country to another. This creates the so-called "technical barriers to trade." The removal of such barriers is, and will continue to be, a matter of concern to the Government. The findings of the Report relating to mandatory quality assurance are therefore being urgently studied by my Department in consultation with other Departments.

'The Government is also concerned with the efficiency of quality assurance arrangements for the large purchases of industrial products which are made by Government Departments and other public bodies, and with avoiding duplication between the inspection arrangements of one public body and another and between public bodies and the private sector. Consultations have begun, in the light of this Report, to determine what further imrovements can be made.

'As recommended by the Report, my Department are consulting the Confederation of British Industry.'

Scandinavian pulp and paper prices

Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, told a Member who inquired about representations from the paper industry about unfair pricing policies of Scandinavian pulp and paper manufacturers that a delegation from the industry most recently discussed this matter at a meeting with officials of the Department on March 24. Their representations were being considered.

Industrial development

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, answered questions on industrial development in Cardiganshire and West Central Scotland.

MONDAY, APRIL 5

Growth of manufacturing industry

Asked if he was satisfied with the effect of Government policies on the present rate of growth of manufacturing industry, Mr. Davies said that the Chancellor's Budget statement established a new fiscal and economic framework for profitable industrial expansion.

Rising prices

A Member asked Mr. Davies to make a further statement regarding rising prices with regard to both retail and wholesale sectors, which concerned the Department of Trade and Industry. 'I can only reiterate that the greatest single cause of price increases in recent times has been excessive wage settlements unmatched by increases in productivity,' said Mr. Davies. 'Only when wage increases are very considerably moderated can we expect to see more stable prices.'

Prices and charges

Mr. Davies was asked to specify for the longest and most convenient period of time since June 18, 1970 actions that he had taken to reduce the prices of any goods and services falling within the control of the Department of Trade and Industry, or for which he had to give Ministerial approval. 'The prices and charges for which I have responsibility are kept under constant review,' said Mr. Davies.

Sale of Goods Act

Sir John Eden, Minister for Industry, when asked whether he would introduce legislation to extend the protection of the Sale of Goods Act to cover all sales and provide a parallel protection for services and repairs, said: 'I recognize the desirability of early legislation to restrain exclusion of the conditions implied by the Sale of Goods Act. Exclusion of liability in respect of services and repairs is a separate issue, on which we await the advice of the Law Commissions.'

Pinnock Finance

Sir John Eden, in reply to a Member who asked for a precise date for publication of the inspector's report on Pinnock Finance, said: 'No, but I hope that the report will be published within the next two months.'

Steel industry in Scotland

A question was put to Sir John Eden on the reply sent to the Scottish Trades Union Congress on the future development of the steel industry in Scotland. Sir John answered that at the recent meeting between the Scottish Trades Union Congress, the Prime Minister and other members of the Government, the future of the steel industry in Scotland, amongst other things, was discussed. The Prime Minister had expressed his willingness to have further talks with them as need arose.

British Steel Corporation

A Member who asked Mr. Davies if he would seek powers to enable the British Steel Corporation to acquire interests in steel stockholding, was told: 'No sir, the Corporation have such powers subject to my approval.'

Mr. Davies was asked to give a general direction to the British Steel Corporation to submit to him for his approval all future proposed steel price increases; and to make a statement on the consequences for the steel industry of the directions he gave to the British Steel Corporation on April 2 (see *Trade and Industry*, April 7, page 2). Mr. Davies said: 'As I said in my reply to my hon. Friend the Member for Cheadle on April 2, I am satisfied that an increase of the magnitude of 14 per cent would be damaging to the competitive position of British Industry. In taking this view I was influenced by the recommendation of the Iron and Steel Consumers' Council and by widespread representations to this effect from steel users generally. I also took account of the financial position of the Corporation. My action will clearly compel the Corporation to operate within a greater financial constraint and will thus make it necessary for them to press ahead with their efforts to reduce costs and maximize efficiency. The Corporation s whole financial situation is for clarification and consideration in the Review which the Corporation and the Government are jointly carrying out and I hope that the position as regards the financial year 1971/72 will be clarified within a matter of weeks. This should enable the Government to decide on the main issues affecting 1971/72 including financial objectives for that year and the finance to be made available to the Corporation having regard to the level of capital investment required and the Corporation's cost-saving measures. These events demonstrate that the present arrangements whereby the BSC consults Government on major price increase proposals are useful and I do not propose to give a general direction as suggested by the hon. Member for Bothwell.'

Fertilizer industry

Mr. Ridley was asked whether, in view of concern among farmers at the development of a national fertilizer monopoly, he would consider referring this industry to the Monopolies Commission. He replied: 'The Commission reported on this industry in 1960. I see no need at present for a further reference in the light of developments in the market since then.'

Leather glove industry

A Member asked Mr. Noble, Minister for Trade, if he had received the statistics required, following his discussions with the National Association of Glove Manufacturers, to enable him to take action to protect the leather glove industry in the south-west. Mr. Noble answered that the effect of generalized preferences on this or on any other industry could not be judged before the scheme came into operation.

The paper industry

Sir John Eden was asked what plans he had to assist the paper industry following the closure of mills and short-time working in the industry. He answered: 'Officials of the Department met employers and union leaders from the paper and board makers industry on March 24. I am urgently considering their report.'

Shoe sizing

In reply to a question on progress in obtaining international acceptance of the uniform systems of shoe sizing developed by the Shoe and Allied Trades Association of Kettering, Sir John Eden said that the system had been accepted in principle as the basis for an international system which was being worked out by the International Standards Organization. Discussions were still continuing regarding the details.

Safety legislation in open quarries

Replying to a question on existing safety legislation that applied to open quarries, Sir John Eden said this legislation was now being reviewed by the Committee on Safety and Health at Work chaired by Lord Robens. Any major revision must await their recommendations.

Dust standards at coal mines

A member asked when an assessment would be made of the effect of the new interim dust standard introduced into National Coal Board mines on April 1, 1970, together with the new method of dust sampling based on the weight of respirable dust in mine atmospheres. Sir John Eden answered that the National Joint Pneumoconiosis Committeee had agreed to carry out a review of the new interim dust standards after two years of full operation. They would, no doubt, consider whether a published report was desirable.

Company registrations

Mr. Ridley was asked for the total number of companies registered with the Registrar of Companies, and answered that there were 559,497 at December 31, 1970 of which approximately 35,000 were in liquidation or course of removal from the registers.

More questions were asked on company registrations. Answering them, Mr. Ridley said that approximately 335 companies were awaiting registration; 156, 2,126, 387 and 94 limited companies re-registered as unlimited in 1967, 1968, 1969 and 1970 respectively; and that the number of new company registrations in each of the last 10 years was as follows: 1961 33,645, 1962 34,852, 1963 42,173, 1964 48,315, 1965 36,315, 1966 28,256, 1967 31,292, 1968 20,654, 1969 25,154, 1970 30,262.

Mr. Ridley was also asked for the number of limited companies struck off by the Registrar in each of the last five years; and to distinguish between liquidations, failure to register particulars, and any other seasons.

He said the following numbers of companies were removed from the registers:

	1966	1967	1968	1969	1970
Wound up voluntarily	5,037	6,444	6,736	6,998	6,500
Struck off under Section 353 of the Companies Act, 1948	6,335	11,289	30,480	18,725	17,151
Removed for other reasons	13	18	28	28	99
Total	11,385	17,751	37,244	25,751	23,850

The companies struck off under Section 353 were companies which the registrars had reasonable cause to believe were not carrying on business or in operation. In approximately 5 per cent of the cases the reason was that the company had been fully wound up compulsorily.

A question was asked on the level of voluntary and compulsory liquidation during the first quarter of 1971; and how this figure compared with that for each quarter in 1970. Mr. Davies replied that full figures for voluntary and compulsory liquidations during the first quarter of 1971 are not yet available. The information available is:

	Compulsory Liquidations	Voluntary Liquidations	
		Creditors	Members
1971 January	95	130	358
February	101	128	244
March	N/A	N/A	N/A
1970 1st qtr.	318	663	1,146
2nd qtr.	339	627	1,239
3rd qtr.	169	575	1,144
4th qtr.	443	555	1,138
Total for 1970	1,269	2,420	4,667

N/A = Not available

Liquidity in private industry

Mr. Davies was asked to estimate the cash flow effect on private industry in the years 1970-71 and 1971-72 of the measures announced on October 27, 1970, and of the decision to accelerate the payment of investment grants. He replied: 'The additional liquidity in private industry during 1970/71 and 1971/72 is estimated to be £60 million and £81 million respectively as a result of the measures announced on October 27, 1970. These figures exclude the additional assistance under the Local Employment Acts which cannot be closely estimated. The effect of accelerating investment grant payments, as announced on February 26 last, has been to bring forward into 1970/71 payments of about £40 million. The further effect on 1971/72 will depend on decision not yet taken concerning the initial dates of acceptance and of payment of claims for particular periods of expenditure.'

Failure of insurance companies

A Member said that some car insurance companies which had ceased to trade have continued to receive payments under standing bankers' orders, where, through inadvertence, these had not been stopped; and asked what action would be taken to prevent this. Sir John Eden replied that if a policyholder inadvertently paid premiums to an insurance company after it had gone into liquidation, he should apply for reimbursement to the liquidator.

Mr. Davies was asked to introduce legislation to reinsure members of the public against loss occasioned by the failure of insurance companies. He replied: 'No, Sir. I am, however, examining the adequacy of the controls applicable to insurers under the existing legislation. A review of this kind inevitably takes some time.'

Accepting Houses Association

Asked whether he would now require members of the Accepting Houses Association to publish full accounts, Sir John Eden replied: 'No, sir. But I am keeping under review the position of these banks as shown by the full accounts which are supplied to the Department through the Bank of England.'

Monopolies Commission

Mr. Davies was asked when he expected to receive from the Monopolies Commission its first proposals for references of monopolies. 'The Commission are free to put forward such proposals at any time,' he replied.

Tied house system

A Member asked Sir John Eden, Minister for Industry, whether he was satisfied with the steps taken by the Brewers' Society to meet the criticism of the tied house system made by the Monopolies Commission. Sir John answered: 'To deal with the effects of the tied house system, the Monopolies Commission recommended a change in the licensing laws and we have set an inquiry in hand. I hope that in the interim the steps taken by the Brewers' Society will lead to some improvement.'

Industrial investment in 1971

The Secretary of State, answering a request for a further estimate of the level of industrial investment in 1971; and what action is intended to stimulate it, reminded the House that the last investment intentions survey forecast a small fall in investment. He continued: 'Since then we have given a powerful stimulus to investment through the Budget and the cut in Bank Rate as well as improving incentives in the assisted areas. We are confident that these measures will have a progressive effect on the prospects for industrial investment.

British membership of EEC

The Secretary of State was asked to make a statement about the prospects for British industry in the event of Great Britain's entry to the European Economic Community on the acceptable terms now envisaged, and replied: 'Provided we can get terms which will allow us to take full advantage of the opportunities offered I am confident that British industry will benefit from the wider home market and the scope for specialization and economies of scale.'

Several further questions were put on the same subject. Mr. Davies said in reply to a question on discussions with the TUC on the effect of Great Britain's entry into the EEC, that he would be very willing to see them.

'My Department has regular contact with the CBI, and all aspects of the approach to Europe are discussed,' he said in reply to another question.

Asked to estimate the effect on the growth of investment in industry in the United Kingdom which would be likely to result from Great Britain's entry into the EEC, Mr. John Davies said that the effect would depend upon industry's response to the opportunities that membership of the EEC would offer. Industry generally welcomed the prospect of Britain joining the Community.

Mr. Davies said, in response to more questions, that he had no plans to make an official tour of the capitals of the Member States of the EEC; but expected to visit most of the countries concerned during the course of the year; the increase in growth on entry into the EEC could not be estimated with any precision but would depend largely on the response of British industry to the stimulus of the opportunity to compete on an equal footing in a greatly widened market.

Euratom

Asked what progress had been made in the discussions with the Six on Euratom, Sir John Eden said that the Community Delegation made a statement at the Brussels Conference on January 26 and 27 about the implications of the entry of United Kingdom into Euratom to which the United Kingdom Delegation replied. A further statement was expected from the Six on April 6.

EEC subsidies to coal industry

Saying that the Council of the European Economic Community on December 14, 1970 accepted the Commission's proposal for a five-year extension of state subsidies to the coal industry in order to guarantee coal production and aids for investment and improvement in safety standards, a Member asked Sir John Eden to what extent he estimated a subsidy on Great Britain's coal on the same basis would assist the industry, and assist Great Britain's entry into the European Economic Community, and whether he would consider introducing such subsidies. Sir John replied: 'I am aware of the Decision authorizing member countries of the Community to give aid to their coal industries to 1975. The Coal Industry Act 1971 provides for further Exchequer assistance to the British coal industry up to March 1974. This matter is not one that is likely to affect our application to join the Community.'

EEC agreement with Iran

A Member asked Mr. Noble whether he was aware that the European Economic Community non-reciprocal agreement with Iran on the entry into the Community of carpets at preferential tariff rates had been renewed; and how this would affect British carpet manufacturers on Great Britain's entry into the EEC if these preferential tariffs were maintained against British manufacturers. Mr. Noble answered that the Trade Agreement between the European Economic Community and Iran was prolonged for a further year in November 1970. The effect of this Agreement was to provide for the temporary reduction of the Common External Tariff on certain products of particular interest to Iran including knotted carpets. If the United Kingdom entered the European Economic Community the tariff on British-made carpets exported to the Six would be progressively reduced to zero over the transitional period.

EEC and anti-dumping orders

Mr. Noble was asked to what extent, on the present known terms of Great Britain's possible entry into the EEC, anti-dumping orders on non-agricultural imports would be prevented or restricted. He answered that arrange-

(*Continued on next page*)

PARLIAMENTARY ANSWERS, *continued*

ments for the transitional period were under discussion. After the use of the transitional period, no anti-dumping orders would be made against other Member States, and orders against non-Member States would be made by the Council of the EEC on the proposal of the Commission after investigation of complaints of materially injurious dumping submitted by Member States on the basis of applications from the industries concerned.

Generalized preferences to developing countries

A Member inquired whether the Government intended to generalize preferences hitherto given to developing countries and irrespective of the wishes of other Commonwealth countries; and what assessment had been made of the balance of economic advantage to the United Kingdom and other Commonwealth countries of such generalization of preferences. Mr. Noble answered: 'In deciding when to implement our scheme we shall have regard to the actions of other Governments. The Commonwealth Developing Countries participated in the agreement reached at UNCTAD and should gain from duty free access to other main markets. The increased flow of trade resulting from UNCTAD preferences should bring benefit to the developed countries including the United Kingdom.'

A further question was put on the extent to which preferences had now been generalized; and what discussions on such generalization were being, and had been, held with the French, Commonwealth and other governments. Mr. Noble replied that duty free entry on manufactured goods (other than textiles), semi-manufactures and certain agricultural products would be opened to Non-Commonwealth Developing Countries. Full discussions had been held with the Commonwealth and with other developed countries including the EEC, whose UNCTAD preferences would be granted to Commonwealth Developing Countries.

EFTA

'The next meeting of the EFTA Ministerial Council will be held in Reykjavik on May 13 and 14,' said Mr. Davies in reply to a question, 'My Right Hon. Friends the Chancellor of the Duchy of Lancaster and the Minister for Trade will attend.'

Mr. Davies was also asked what was the percentage increase in United Kingdom exports to the other member countries of EFTA since the inception of that organization, and answered: '144 per cent or 9¼ per cent per annum, measured in dollar terms, between 1960 and 1970.'

United Kingdom share of world trade

Mr. Noble was asked to publish estimates of the United Kingdom share of world trade in total and in manufactures. He said that provisional estimates for 1970 were 7.1 per cent and 10.8 per cent respectively, measured in terms of exports.

Trade with Commonwealth

Mr. Davies was asked to what extent Commonwealth countries had erected or increased tariffs against United Kingdom exports in the last 10 years. He answered: 'This information is not available in the form requested. During this period most Commonwealth countries have given particular sectors of their industries additional protection against imports from all sources including the United Kingdom, either by adjusting their tariff or by other non-tariff measures. In the case of the developed countries this has often been compensated by relaxation of protection in other sectors.'

East European horticultural products

Mr. Noble was asked to make a statement about quotas for the coming year for horticultural produce from eastern Europe. He said: 'The annual quota talks with Eastern European countries were completed last week. Full details of the quotas for each country, including horticultural items, have been or are being published in *Trade and Industry*.

Import of apples

Mr. Noble was asked to re-allocate licences for the import of apples to enable manufacturers of toffee apples to import suitable apples, so as to allow them to continue producing toffee apples during the summer months. He replied: 'No, sir. I can see no justification for setting aside part of the global quotas for imports by particular classes of processors such as manufacturers of toffee apples.' Further questions were asked: whether holders of licences for the import of apples would be asked to import minimum quantities of apples suitable for the manufacture of toffee apples during the summer months, and when it was proposed to re-allocate licences for the import of apples in such a way as to enable applicants who had not previously held a licence or imported apples to be given a share of the import quota. Mr. Grant answered that the global quotas for apples were redistributed in 1967 and 1969 to allow for changes in the pattern of the import trade. He could see no adequate grounds at present for a further reallocation or for asking importers to give special preference to particular classes of users, such as manufacturers of toffee apples.

Anti-dumping duty on French broccoli

Questions were asked on the evidence under which the provisional anti-dumping levy of £2 per hundredweight on imported French broccoli, imposed on March 10, 1971, was lifted on March 26, 1971; whether an investigation and report would be instituted on *prima facie* evidence of dumping that, during the last full week of the anti-dumping levy, broccoli cost 90p per crate in France; and, carrying transport costs of 40p per crate, 25p sales and handling charges per crate, plus £1 levy, was offered for sale at Brentford market at between £1.75 and £2 per crate; and what safeguards were proposed to protect Cornish horticultural producers, in the light of the latest evidence of European imports undercutting the economic price of the home product. Mr. Grant replied: 'A full investigation of the application for an anti-dumping duty was made by my officials. They inspected the books and accounts of 11 French exporters who between them accounted for more than half the French exports. A considerable amount of information was also obtained from other sources. This investigation established that by far the greater proportion of cauliflowers imported from France were not dumped and that the proportion dumped, and the margins of dumping found on that proportion, were not of such significance as to cause or threaten material injury to the United Kingdom industry. Consequently, the provisional charge was revoked.

'The information supplied by the hon. Member would not justify a further investigation. My decision on this case was reached after all the freight, sales, handling costs and duties applicable had been deducted from both the domestic prices and the export prices to the United Kingdom and both prices thus reduced to the net prices received by the merchants. The provisional anti-dumping charges are not taken into account unless they are retained in payment of anti-dumping duties subsequently imposed. In this instance the charge was refunded and must, therefore, be left out of the calculations.

'The wholesale prices of home-grown cauliflowers and broccoli rose during March and, in the three weeks ending March 31, were at about the same level as in the corresponding period of 1969 and 1970.

'I am not at present persuaded that any other action is necessary.'

Private investment in developing countries

Mr. Davies was asked what plans he had for an insurance scheme against the inability to remit profits from new permanent private investment in developing countries. He replied: 'A scheme is under consideration and I hope to announce my conclusions soon.'

Imports of Romanian oil

Mr. Noble was asked why all imports of Romanian oil into the United Kingdom were prohibited pending a settlement of outstanding British claims against Romania when there were outstanding claims against China and other East European countries with whom trade was carried on. He answered that imports of oil from any Eastern Area country were licensed only in exceptional circumstances. Licences for Romanian oil could not be contemplated before a settlement had been reached.

Imports of fuel

Sir John Eden was asked to estimate the value and weight of fuel oil, petroleum, and petroleum products imported into the United Kingdom, giving a gross figure less the value exported and re-exported of refined petroleum and petroleum by-products, giving a net figure, in the first quarter of 1971; and how this compared with the figures for each quarter of 1970, and in total. The following information was given:

OIL IMPORTS AND NET IMPORTS

Period	Petroleum (crude and partly refined)		Fuel Oil		Other Petroleum Products		Totals	
	Million tons	£ million	Million tons	£ million	Million tons	£ million	Million tons	£ million
I. Gross Imports†								
1970 1st quarter	24·0	165·5	2·1	12·1	3·4	43·8	29·5	221·4
2nd quarter	25·4	175·3	2·0	12·7	2·8	37·9	30·2	225·9
3rd quarter	26·1	182·2	2·1	15·6	2·6	34·4	30·8	232·2
4th quarter	26·0	189·2	2·7	22·8	2·9	38·5	31·6	250·5
Year	101·5	712·2	8·9	63·2	11·7	154·6	122·1	930·0
1971 1st quarter (estimate)‡	25·0	200·0	3·0	24·0	3·8	50·0	31·8	274·0
II. Net Imports† (Negative figures represent net exports)								
1970 1st quarter	23·8	164·0	−0·2	−0·9	1·0	13·3	24·6	176·4
2nd quarter	25·1	173·1	0·2	2·5	0·9	12·5	26·2	188·1
3rd quarter	25·6	178·9	0·3	5·0	0·2	3·9	26·1	187·8
4th quarter	25·7	186·4	0·8	10·5	0·2	3·0	26·7	199·9
Year	100·2	702·4	1·1	17·1	2·3	32·7	103·6	752·2
1971 1st quarter (estimate)‡	24·7	198·0	1·5	14·0	1·5	20·0	27·7	232·0

† Imports are valued cif and exports are valued fob. Net imports are the difference between imports and exports.
‡ Estimated on the basis of the actual imports and exports reported for January and February 1971.
Source: *Overseas Trade Statistics of the United Kingdom.*

In reply to a question on the estimated cost of importing fuel oil, crude petroleum, refined petroleum, and petroleum products in the current year; and the effect this would have on the United Kingdom s balance of payments in the current year; and what would be the change in the years to come, Sir John said: 'It would be misleading to give estimates of the future total costs of our oil imports because these depend on so many variables such as rate of oil consumption and changing pattern of supplies.' As regards additional costs, discussions between the oil companies and the governments of the oil producing countries were not all concluded so their full effect could not yet be assessed.

Oil refining capacity

Sir John Eden, when asked what estimates had been made of the future trend of investment in oil refining capacity in the United Kingdom, said that extensions now in hand would increase United Kingdom refinery capacity by 28.5 million tons. A number of companies had further extensions under consideration.

Gas and oil from coal

A Member asked what research was being undertaken, under the supervision of the Department of Trade and Industry to produce gas and oil from coal. Sir John Eden answered that although this was primarily a matter for the industries concerned, the Department kept under review developments in other countries.

Consumption of coking coal

Answering a member who asked if recent announcements on contraction of manpower in the steel industry would affect consumption of coking coal; and what steps were being taken to restrict imports of coking coal, Sir John Eden said that the recently announced closures were not expected to have any significant effect on the steel industry's coking coal requirements. There was no need to restrict imports.

Coal imports

Asked to list the countries from which coal had been purchased since the lifting of the ban on coal imports, Mr. Ridley answered: 'Australia, Belgium, the Irish Republic, the Netherlands, Norway, Poland, South Africa, the United States and West Germany. Between December 1970, the month in which the present arrangements were introduced, and February 28, 1971, imports of coal totalled 631,000 tons. Figures for March were not yet available.

Investment in manufacturing industry

Asked to publish recent estimates of investment in manufacturing industry in the special development areas, development areas and intermediate areas, Mr. Davies said that information was not available in this degree of detail. Expenditure in recent years on machinery and plant attracting investment grants at the development area rate had been equal to about one-third of total expenditure on these items.

A Member also asked how many investment projects previously planned for development regions had now been cancelled since the announcement of the ending of investment grants, and how many companies had signified their intention to cancel investment projects according to the latest information available to his department; Mr. Grant said that since October 27, 1970, 26 firms have told the Department of Trade and Industry that for one reason or another they were not going ahead with projects in the development areas. In only two cases was the decision alleged to be solely due to the changes in investment incentives.

Industrial development

Sir John Eden answered questions on industrial development in Scotland, the Northern Region, Wales, Hartlepool, Swindon, Oswestry, Burton Latimer, Corby, Desborough, Kettering and Rothwell.

Trade with the Irish Republic

The following information was given by Mr. Michael Noble, Minister for Trade, when asked what, by value, are the 10 major exports from the United Kingdom to the Irish Republic, and vice-versa.

Exports from United Kingdom to the Irish Republic

SITC (R) Division		£ million
71	Machinery, other than electric	55
66	Non-metallic mineral manufactures	32
73	Transport equipment	31
65	Textile yarns, fabrics, etc.	27
72	Electrical machinery and appliances	20
33	Petroleum and petroleum products	19
69	Metal manufactures 'Not elsewhere specified'	18
00	Live animals	17†
67	Iron and steel	13
58	Plastic materials	10

Exports from Irish Republic to the United Kingdom

SITC (R) Division		£ million
00	Live animals	53†
01	Meat	50
02	Dairy products and eggs	21
65	Textile yarns, fabrics, etc.	20
82	Clothing and footwear	17
07	Cocoa and chocolate preparations	8
11	Beverages	8
72	Electrical machinery and appliances	8
61	Leather and manufactures	6
05	Fruit and vegetables	5

† Includes horses temporarily exported for racing

Future of the hovertrain

In response to a request for a statement on the future of the hovertrain; how much was being invested from public funds in the system; and with what measure of success, Sir John Eden said: 'Approval was given for investment of £3½ million by the National Research Development Corporation in Tracked Hovercraft Limited, who hope to start testing experimental vehicles at intermediate speeds up to 150 mph this summer; the system is designed for eventual operation at 250 to 300 mph.'

Imports of bananas

Mr. Noble was asked to publish figures giving the approximate percentage of the United Kingdom's banana requirements supplied by the Commonwealth Caribbean; the duty payable on banana imports from non-Commonwealth countries; what quantitative restrictions are imposed upon bananas originating from non-dollar sources; and to what extent countries of the Six at present enjoy special tax and quota preferences. Mr. Noble said that bananas imported from non-Commonwealth countries were subject to a tariff of £7.50 per ton. There were no quantitative restrictions on imports from sources outside the dollar area and members of the EEC do not enjoy any special tax or quota preferences in our market.

United Kingdom Imports of Fresh Bananas ('000 tons)

	1967	*1968*	*1969*	*1970†*
Total	347,703	340,327	351,108	330,306
Of which from Caribbean Commonwealth countries	337,828	328,019	340,383	280,691
Per cent from Caribbean Commonwealth countries	*97·2*	*96·4*	*96·9*	*84·9*

† Provisional figures

Imports of Australian sugar

Asked what was the value of Australian sugar exports to the United Kingdom, Mr. Noble said: '£14 million in the year ended June 1970.'

Equipment for fire protection

'All plant and machinery provided for the purpose of protection against fire will qualify for capital allowances as announced on October 26,' said Sir John Eden, when asked to take steps to give incentives to trade and industry with a view to lessening the fire loss falling on the British economy.

TUESDAY, APRIL 6

Import of rare animal skins

Mr. Grant, in answer to a request to prohibit the importation of rare animal skins, said that the Department of Trade and Industry had agreed to meet representatives of the British Fur Trade Association to discuss their proposals for the restriction of imports of rare animal skins. The proposals involved a number of technical and practical questions needing careful consideration.

Prospecting for oil

Mr. Ridley was asked to make a statement on the progress of prospecting for oil in the Cardigan and Tremadoc Bays. He said: 'Survey work in the area, and drilling by the Institute of Geological Sciences, have indicated that there may be prospects for hydrocarbons but their actual presence has not yet been established.'

Local Employment Acts

In reply to a question on the amount of new employment provided by projects for which assistance is offered under the Local Employment Acts, Mr. Grant said: 'In accordance with a recommendation of the Estimates Committee in its Seventh Report in Session 1962-3 (paragraph 38 (2)), an inquiry has been carried out on a quarterly basis into the jobs provided by a sample of firms which have received assistance under these Acts. Experience has shown that a quarterly inquiry is unnecessary. In future it will be undertaken less frequently; and at the same time the sample of firms approached will be extended in order to increase the reliability of the results. A summary of the information obtained will continue to be published in the Annual Report prepared under Section 23 of the Local Employment Act 1960.'

Industrial development

Mr. Grant answered questions on industrial development in the Northern Region and in Wales.

USING EFTA

Opportunities for the British businessman in the free markets of EFTA are described in 'Using EFTA,' published by the EFTA Secretariat in Geneva. This 161 *page book provides basic information for the new exporter, outlines the procedures for claiming EFTA tariff treatment and gives useful facts and figures about individual EFTA countries. Copies, together with other EFTA publications (including the Secretariat's regular EFTA Bulletin) can be obtained free of charge from the Department of Trade and Industry's EFTA Information Centre,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2479/80).

Parliamentary answers on aviation and shipping

MONDAY, APRIL 5

Increase in airline fares

Mr. Michael Noble, Minister for Industry, was asked why, in view of the Government's declared policy of controlling and reducing prices generally and in the public sector in particular, he had taken legislative action to ensure an 11 per cent increase in airline fares. Mr. Noble replied: 'For the reasons in the Commissioner's report, a copy of which I am placing in the library of the House.'

Third London airport

Mr. Noble answered a question on representations received from British airline operators and aircraft manufacturers, to delay the decision on London's third airport until such time as it was possible to complete an evaluation of the latest developments in the application of short take-off and landing techniques to existing aircraft types. He answered that British European Airways had asked that the decision be delayed for six months while the possibilities of RTOL (reduced take-off and landing) for short haul operators were looked at further. This did not relate to take-off and landing techniques of existing types.

'What further assessments have been made over the need to build a four runway third London airport rather than expand existing airports in the provinces? asked a Member 'This possibility and all other matters relevant to the third London airport question are being studied by the Government,' replied Mr. John Davies, Secretary of State for Trade and Industry.

Shipping conferences

A Member asked what progress had been made in formulating a code of practice for regulating shipping conferences, as agreed by maritime governments of the Consultative Shipping Group. Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, replied: 'Governments of the 12 maritime countries represented at the meeting of Ministers in Toyko on February 2-3 requested their shipowners to elaborate the details of a code of conference practice in consultation with their shippers and to present them to the governments, for further consideration, before the end of 1971. When a code has been approved by governments, the shipowners will be recommended to work for its adoption in conferences of which they are members. I understand that the shipowners are making progress in formulating the details of such a code.'

British trade in Soviet ships

A Member who asked what value of British overseas trade was carried in Soviet ships in 1965 and 1970, respectively, was told by Mr. Noble: £103 million and approximately £165 million, representing in each year just under 1 per cent of the total value of British overseas trade.'

Night flying by charter aircraft

A Member who asked Mr. Noble what steps he was taking to restrict night flying by charter aircraft, was told that restrictions were imposed on the total number of night jet movements during the summer months at Heathrow and Gatwick. None were used for charter flights at Heathrow. The Department had no power to impose similar restrictions at non-BAA airports but two other airport owners do so.

Hazardous cargoes in the English Channel

Questions were asked on steps proposed to ensure that the Department of Trade and Industry was kept informed of the passage of ships through the English Channel carrying hazardous cargoes other than petroleum products, and if urgent discussions would be held through the Inter-Governmental Maritime Consultative Organization with a view to setting up an early warning system for any ship carrying hazardous cargoes other than petroleum products passing through the English Channel. Mr. Noble replied: 'A number of British ports require advance warning of the arrival of vessels carrying certain dangerous goods. The development of an early warning system for ships carrying dangerous cargoes through the English Channel without calling at British ports would involve close co-operation of all countries whose ships ply in this international waterway. Discussions in the Intergovernmental Maritime Consultative Organization are concentrating on international agreement on methods of safe containment.'

Linesman Mediator

Mr. Noble was asked to make a further statement about the effect of Linesman Mediator on the reduction of air traffic congestion. He said: 'Operational experience to date has confirmed that the traffic handling capacity of the Mediator system as introduced on February 1 is superior to that of the previous systems which it has replaced. There is no doubt that the new system will help to minimise traffic congestion, and that later stages will bring further benefit.'

Transfer of aircraft routes

Questions were asked on the transfer of routes from the British Overseas Ailways Corporation and British European Airways to Caledonian/British United Airways. Mr. Noble replied: 'I announced on March 29 that Caledonian/BUA will take over BOAC's services to Tripoli, probably this summer, and will start to serve Paris (le Bourget) towards the end of this year or early next year.'

Engine run-up testing area at Luton Airport

Answering a Member who asked what factors he considered before granting approval for an engine run-up testing area at Luton Airport, Mr. Noble said that the Department's role was limited to sponsoring loan sanction for the project. This was based upon a technical appraisal of the proposals and consideration of the necessity of the ground run-up area for the running of the airport.

Merchant Shipping (Pilot Ladders) Rules 1965

Answering a question on amendments proposed to the Merchant Shipping (Pilot Ladders) Rules 1965, Mr. Noble said that a Statutory Instrument about bulwark steps and hand-hold stanchions was already in draft. Further amendments which implemented recommendations of a working group and which concerned the dimensions and construction of ladders would be the subject of a separate Statutory Instrument as soon as consultation had been completed.

Aircraft noise

Answering questions on aircraft noise over Horton and Wraysbury in Buckinghamshire, Mr. Noble said: 'I regret to say that any such steps can only benefit Horton at Wraybury's expense and vice versa if more densely populated areas elsewhere are not to suffer increased disturbance.'

TUESDAY, APRIL 6

Law of salvage

A Member asked Mr. Grant to undertake a review of the Law of Salvage to ensure that tugs were not turned away by ships' captains when pollution of British beaches was threatened. Mr. Grant said: 'I shall be prepared to consider whether any action is possible to deal with unsatisfactory features of the law of salvage. However, the salvage of property on the high seas is in the nature of things an international matter. English law upon it is based not only on Act of Parliament but on many reiterated decisions, traditions and principles which are in keeping with general maritime law on the subject.'

Grounding of the 'Panther'

A question was asked on the anti-pollution measures available to be taken by the Department of Trade and Industry in the light of the recent grounding of the 'Panther'. Mr. Grant said: 'The anti-pollution measures organized by the Department are adequate to deal with the commonest types of oil spillages and to provide sufficient effort in the case of major disasters to keep the situation in check whilst additional resources are mobilized. We have never claimed to be able to ensure that no oil will reach the beaches, but the action which we have taken in recent cases, including those of the 'Pacific Glory', 'Texaco Caribbean' and 'Panther' has been successful in averting major coastal pollution.'

Mr. Grant was also asked to institute an inquiry, in consultation with the Liberian Government, into the grounding of the Liberian tanker 'Panther' on the Goodwin Sands, particularly in respect of the navigational competency and effectiveness of her officer and navigational equipment. He answered that the Government had expressed to the Liberian authorities its concern at this and a similar recent incident and had asked that an inquiry be held into the stranding of the 'Panther', with particular reference to the navigational aids carried by the vessel and their efficiency and to the qualifications and training of the officers and crew in the use of such equipment. The Government had also asked that a British representative be allowed to attend the inquiry.

Supersonic jet flights

A Member asked Mr. Grant to list the provisions of the Civil Aviation Act 1968, which empowered HM Government to prohibit foreign commercial supersonic jet flights over the United Kingdom; and how he would enforce such powers against aircraft travelling in excess of 1,400 miles per hour, Mr. Grant answered that Section 19 of the Act gave the necessary powers. Should a prohibition be imposed there was ample time to devise the precise method of enforcement but the following considerations were relevant:

1. Supersonic aircraft will be operated by major airlines only and it is highly improbable that they would deliberately disregard our regulations.
2. The routes and times of aircraft flying commercially along the airways over the United Kingdom are known by way of the Air Traffic Control system.
3. The boom itself would provide evidence of supersonic flight.

Government surplus sales

MINISTRY OF DEFENCE

1971	Stores	Location	Auctioneers
April 21-22	Miscellaneous stores	Regional Depot, RAOC, Hereford	Russell, Baldwin & Bright (Dept. L), 20/21 King Street, Hereford. (Tel. 0432 4366.)

Bedford tenders; Coventry Climax fire pumps; fork lift trucks; generators; 2-ton trailers; 450-gallon fuel tanks; portable saws; battery chargers; suction and delivery hose; firemen's axes; salvage sheets; welding outfits; hydraulic jacks; tyres; pull-lifts; diesel engines; compressors; rectifiers; telephone cable; aircraft invertors; convertors; fuel pumps; main planes and other equipment; tent canvases, poles and equipment; tarpaulin sheets; sandbags; range finders; mine detectors; theodolites; binoculars; watches; prismatic compasses; rubber knee boots; ankle boots; clothing; white and coloured blankets; carpets; chairs; tables; chests of drawers; wardrobes and other furniture; wireless, signal, vehicle and electrical spares; scrap canvas and rags.

April 28-29	Miscellaneous stores	TA and VR Centre, Meadowforth Road, Stirling	Dixon & Wallace Ltd. (Dept. L), Bank Building, Graham Square, Glasgow, E.1. (Tel. 041-554 2447.)

Plant and equipment; Thornycroft Lewis sprinkler sweeper; Austin Omnicoach; prismatic compasses; binoculars; aneroid barometers; metal badges, buckles and buttons; ball and roller bearings; wrist watches; wall clocks; surplus surgical and dental equipment; miscellaneous electronic and electrical equipment; aircraft electrical and hydraulic components and equipment; aircraft tyres; lifting blocks and tackle; large quantity catering equipment; ferrous scrap; clothing and textiles including curtains and valances; various rugs; carpets; denim and battledress trousers and blouses; foul weather coats and jackets; greatcoats; firemen's blue tunics; blue combination overalls, berets, blouses and trousers; ankle boots; rubber knee boots; canvas kitbags; haversacks; scrap cordage, leather, webbing and mixed rags; fireside and easy chairs; wardrobes; tables; bedside tables and other items of furniture; machine tools and many other items of miscellaneous stores.

May 4-6	Miscellaneous stores	The Lido Hall, Worthy Lane, Winchester, Hants.	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 03292 4211.)

Plant and equipment; Murex welding set; concrete mixer; optical lenses; vehicle spares; firefighting equipment including light alloy kits for Coventry Climax featherweight pumps; wood extending ladders, suction hose, fire hose nozzles, various sizes; approx. 10 tons aircraft and MT tyres; machine tools including medium duty and centre lathes; grinding and drilling machines; welding machines; wood saw band; nibbling machine, etc.; large quantities of clothing; textiles; furniture; kitchen equipment; scrap rags, etc. and many other items of miscellaneous stores.

Catalogues of the above sales obtainable from relevant auctioneers, price 5p (PO only), about two weeks prior to and up to date of sale.

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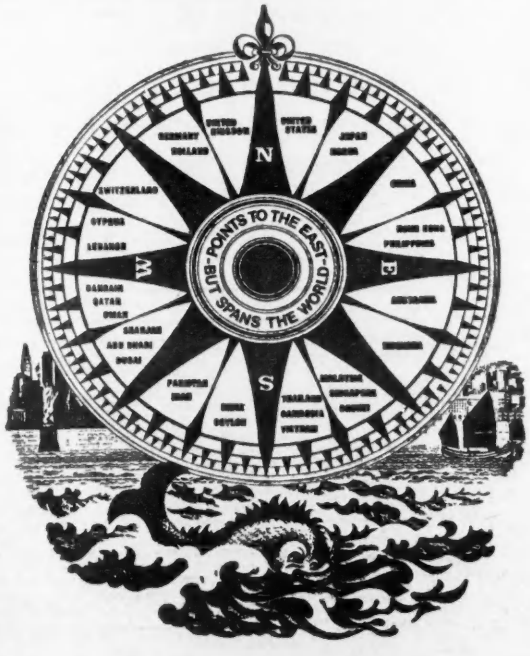

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,758	1963	1963 21,758	1963 20,087	1963 20,087	1966 11,372	1963 4,907	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1965	108	111·7	115	114	106	..	121	124	119	127	117	385	263	47	31
1966	110	113·2	122	121	108	100·0	124	128	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101·4	133	124	122	138	142	184	–37	13	22
1968	116	119·8	135	135	112	103·6	140	130	144	145	142	157	23	75	41
1969	118	122·9	143	143	113	103·0	136	140	148	130	131	357	232	26	27
1970	120	124·0 p	156	155	116	104·2	138††	147 p	156 p	117††	135††	373††	254 p	34 p	51 p
1968 4th quarter	119	122·3	138	138	113	104·1	146	146	160	142	139	117	46	25	20
1969 1st quarter	115	121·8	140	138	111	102·3	134	128	138	134	136	96	105	6	5
2nd quarter	118	123·3	142	142	113	103·7	135	141	147	130	129	84	43	2	1
3rd quarter	119	123·2	144	144	113	103·2	138	146	155	130	130	51	—	8	8
4th quarter	120	123·5	147	147	114	102·9	138	146	153	126	131	126	84	10	13
1970 1st quarter	117	124·0	149	148	114	103·3	133	141	144	112	134	–30	32	– 5	–41
2nd quarter	120	123·4	155	153	116	104·2	141	150	163	117	137	106	55	11	21
3rd quarter	120	123·8	159	158	117	104·6	138	150	156	119	133	117	40	6	12
4th quarter	122	124·4 p	163	161	118	104·7	139††	149 p	162 p	118††	137††	180††	127 p	23 p	60 p
1970 July		122·5				104·7									
August		123·2				104·8									
September		125·7				104·4									
October		125·7 p				106·0									
November		122·5 p				103·3									
December		124·9 p				104·9									
1971 January						102·7									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports(‖)	Exports (¶)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,362	1963 4,282	Series in £ million
1965	119	112·1	4·8	106·8	104·6	157·9	308	265	24,785	116	112	– 77
1966	115	116·5	3·9	110·2	107·3	168·5	323	255	24,384	120	121	– 43
1967	106	119·4	2·5	108·4	108·2	175·3	512	174	24,475	130	120	–312
1968	106	125·0	4·7	120·5	112·4	187·3	541	188	24,331	159	146	–319
1969	117	131·8	5·4	125·0	115·9	197·4	535	200	24,308	165	165	416
1970	127 p	140·2	6·4	128·5 p	124·6 p	217·5	574	186		181	184	631
1969 1st quarter	110	129·7	6·2	122·3	114·1	194·7	532	198	24,364	162	153	13
2nd quarter	113	131·8	5·4	124·2	115·1	195·6	519	202	24,340	165	163	76
3rd quarter	115	132·0	5·0	126·1	116·5	197·8	547	200	24,268	165	171	153
4th quarter	117	133·7	5·1	127·3	118·0	201·6	544	199	24,258	169	172	174
1970 1st quarter	118	136·2	5·0	130·1	120·6	209·0	561	192	24,280	171	180	215
2nd quarter	122	139·5	5·8	129·2	123·6	213·8	563	187	24,139	183	183	144
3rd quarter	123	141·1	6·9	126·9	125·7	219·0	592	185		178	175	76
4th quarter	127 p	144·0	7·7	127·7 p	127·9 p	227·9	581	177		190	199	196
1971 1st quarter							631	146				
1970 July	122	140·9	6·7	127·5	125·0	217·5	593	186		140	185	
August	123	140·8	6·8	126·1	125·7	219·7	593	184		200	140	
September	123	141·5	7·0	127·2	126·4	221·0	589	187		194	199	
October	122 p	143·0	7·4	126·3	127·5	222·4	576	184		192	203	
November	126 p	144·0	7·9	128·4 p	128·5 p	228·5	579	176		192	191	
December	127 p	145·0	7·9	128·5 p	128·9 p	232·8	589	171		186	204	
1971 January		147·0	8·5	129·5 p	..	236·1	613	157		176	176	
February		147·8	8·5	129·7 p	..	236 4	623	147		187	173	
March							656	134				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowance for factors affecting recording.
(††) These estimates are less reliable than usual because the receipt of data has been delayed by the postal strike.

UNITED KINGDOM TRADE

Unit value and volume index numbers for February

THE RISE in the export value index moderated in February and at about one half per cent was not sufficient to change the rounded index from the January figure. The import unit value index rose at much the same rate as the index for exports and the terms of trade were unchanged.

In December-February the export unit value index was 3 per cent higher than in the previous three months. This rise was largely due to increased unit values for manufactured goods. The index for machinery and transport equipment rose by 5 per cent between September-November and December-February, with the unit values of transport equipment and non-electrical machinery rising particularly sharply. The index for metals showed relatively little rise in the latest three months and in February fell by nearly 2 per cent. Falling copper prices have had a stabilizing effect on this index in recent months, and in February unit values of iron and steel also fell.

The import unit value index continues to show little change; in December-February it was about 1½ per cent higher than in the same period a year earlier. Since the middle of last year the main influence on the index has been the sharp fall in copper prices, which has offset increases in the unit values of other goods; copper was the major cause of the fall of nearly 2 per cent in the index for manufactured goods between September-November and December-February. The unit value index for fuels rose in February to its highest level for more than 10 years and in the latest three months as a whole, was 8 per cent higher than in the previous three months. This rise reflects the increases made last autumn in posted prices and taxes in the oil producing countries.

United Kingdom trade in recent months, and the effects of the postal strike were discussed in the article on trade in February which was published in *Trade and Industry* on March 17, 1971.

Table 1. United Kingdom import and export unit value index numbers (unadjusted)

1961 = 100

	Imports					Exports								Terms of Trade†
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods						
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139	
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	108	106	101	107	107	107	105	99
1965	107	113	102	90	109	109	105	109	104	109	113	110	108	102
1966	109	114	103	84	114	113	107	114	106	111	120	114	113	104
1967	109	113	99	92	116	114	102	116	106	111	120	118	116	105
1968	121	120	107	107	135	123	108	126	113	115	131	128	128	102
1969	126	124	115	100	142	127	114	130	116	122	139	131	131	101
1970	132	132	121	98	148	136	118	140	126	127	155	141	138	104
1969 1st quarter	124	123	112	104	138	128	114	130	117	120	135	133	130	103
2nd quarter	125	124	115	102	141	128	115	130	118	122	136	131	131	102
3rd quarter	127	125	116	100	144	128	115	131	118	122	139	132	131	101
4th quarter	129	128	117	98	149	129	114	132	118	123	144	133	132	100
1970 1st quarter	131	129	119	96	151	131	116	134	119	124	151	134	134	100
2nd quarter	132	132	121	95	151	134	117	137	123	126	155	137	137	101
3rd quarter	132	133	122	97	149	136	119	140	125	126	156	140	139	103
4th quarter	132	135	120	102	147	139	119	143	128	127	156	145	142	105
1970 January	130	128	118	96	151	130	116	133	118	124	147	133	133	100
February	131	129	120	96	151	131	116	134	119	125	152	134	133	100
March	131	130	120	95	151	132	117	135	120	124	153	135	135	101
April	132	131	121	95	152	133	117	136	123	125	155	136	135	101
May	132	131	121	95	152	134	116	137	123	126	154	137	137	101
June	132	133	122	96	150	135	118	138	123	126	156	138	137	102
July	133	133	122	96	151	135	119	139	124	125	156	139	138	102
August	131	132	121	97	148	136	119	140	124	126	156	140	139	104
September	132	133	121	98	148	137	119	140	126	126	156	141	140	104
October	132	134	120	100	148	137	119	141	126	126	155	142	141	104
November	132	135	121	102	147	139	119	143	128	127	156	145	143	105
December	132	136	119	104	146	141	120	145	130	129	156	148	143	107
1971 January	132	136	119	108	144	143	122	147	130	129	158	150	144	108
February	133	136	121	111	144	143	123	147	132	131	156	151	144	108

† Export Unit Value Index as a percentage of the Import Unit Value Index

Note:

(a) The index numbers are calculated from the data published in the 'Overseas Trade Statistics'; they have not been adjusted to a balance of payments basis.

(b) The volume index numbers for exports do not include any allowance for the special influences affecting recording (see *Board of Trade Journal* of September 10, 1969, and *Trade and Industry* of November 25, 1970).

(c) This series of index numbers, based on 1961=100, was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

(*Table 3 on next page*)

Table 2. United Kingdom import and export volume index numbers (unadjusted)

1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	103	104	96	112	103	102	107	101	107	100	101	100	102
1963	107	102	101	119	112	108	114	107	113	102	100	107	110
1964	119	104	108	128	136	111	107	111	126	106	102	108	122
1965	120	102	107	140	137	116	111	117	131	105	109	115	128
1966	122	100	102	154	146	121	117	121	140	99	105	121	134
1967	132	104	101	165	167	119	119	119	149	95	108	114	136
1968	146	107	111	175	195	136	136	136	169	111	119	131	158
1969	149	103	108	188	207	150	138	153	185	123	126	148	187
1970	157	104	110	203	223	155	151	155	196	133	131	148	182
1969 1st quarter	149	106	109	198	198	136	122	138	166	112	113	132	174
2nd quarter	152	107	108	186	215	152	141	155	188	124	125	154	179
3rd quarter	145	99	109	176	204	150	134	154	187	120	125	146	196
4th quarter	150	105	109	197	205	160	154	161	196	135	140	154	194
1970 1st quarter	150	104	105	198	208	154	141	157	194	132	130	150	189
2nd quarter	164	105	115	204	240	161	148	163	209	138	145	157	181
3rd quarter	149	99	105	204	210	141	140	141	185	125	116	132	170
4th quarter	166	111	118	214	234	168	176	165	210	154	137	157	193
1970 January	156	110	116	215	205	152	144	153	190	131	128	147	183
February	144	96	99	190	204	148	138	148	181	124	125	142	177
March	151	107	100	188	216	164	140	169	210	142	135	163	206
April	168	110	114	214	244	163	149	165	212	141	145	164	171
May	155	96	104	200	230	157	137	161	205	132	144	152	186
June	168	108	128	197	245	163	159	164	210	142	147	155	187
July	131	80	72	203	195	163	151	165	217	142	147	157	186
August	152	108	122	189	204	105	98	105	137	90	68	99	144
September	165	108	120	219	232	154	170	152	200	143	133	139	182
October	170	115	125	208	242	165	188	160	214	144	135	153	180
November	163	116	108	221	225	172	180	169	214	157	141	158	206
December	164	103	120	214	237	166	161	166	201	160	136	159	192
1971 January	158	104	107	239	215	138	123	141	178	121	106	137	169
February	149	102	100	193	215	130	124	134	172	112	112	129	155

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, April 9, 1971. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Egghead's Robot	Br/E 35425/10/4/76	56	April 6	Children's Film Foundation Ltd.	Interfilm (London) Ltd. (for Children's Film Foundation Ltd.)
Scramble	Br/E 35426/10/4/76	61	April 6	" "	Eady-Barnes Productions Ltd. (for Children's Film Foundation Ltd.)
Sympathy for the Devil	Br/E 35429/10/4/76	104	April 7	Connoisseur Films Ltd.	Cupid Productions Ltd.
Movietone News 2183	Br/E 35252/10/4/76	7	April 9	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2183A	Br/E 35253/10/4/76	9	April 9	" "	" "
				FOREIGN	
Husbands	F 35422	131	April 6	Columbia Pictures Corporation Ltd.	Faces Music Inc.
Investigation of a Citizen Above Suspicion	F 35423	115	April 6	" "	Vera Film S.p.a., Rome
The Brno Trail	F 35424	55	April 6	Children's Film Foundation Ltd.	Gottwaldov Film Studios, Gottwaldov.
The McKenzie Break	F 35427	106	April 7	United Artists Corporation Ltd.	Brighton Pictures Inc.
Battle of Algiers	F 35428	120	April 7	Rank Film Distributors Ltd.	Casbah Films, Algiers and Igor Film, Rome.

VALUE AND VOLUME INDEX NUMBERS, *continued*

Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)

1961 = 100

Section or Division	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, beverages and tobacco 0 and 1	Basic materials 2 and 4	Fuels 3	Manufactured goods: Total	Manufactured goods: Excl. US military aircraft, etc. 5 to 8	Total	Non-manufactures 0 to 4	Manufactured goods: Total 5 to 8	Chemicals 5	Textiles 65	Metals 67 to 69	Machinery and transport eqpt. 7	Other
Weights	1,000		327	222	106		337	1,000	145	824	84	63	121	417	139
1969 1st quarter	146	143	104	110	189	197	187	139	128	140	171	115	118	132	175
2nd quarter	151	146	107	109	181	209	197	148	141	150	182	122	120	147	183
3rd quarter	148	145	101	107	182	210	201	157	140	161	192	125	130	158	195
4th quarter	149	148	101	106	198	210	206	157	143	161	196	130	135	155	194
1970 1st quarter	150	150	104	108	191	211	210	155	147	156	195	132	134	148	187
2nd quarter	158	158	103	114	194	229	227	155	148	156	197	132	139	148	184
3rd quarter	153	153	101	103	210	216	215	145	146	145	186	127	119	140	167
4th quarter	165	164	107	114	215	237	236	162	163	161	206	143	132	154	192
1970 January	146	146	103	107	197	201	200	155	150	156	198	130	136	147	186
February	153	152	103	110	190	218	216	152	145	152	186	126	134	144	181
March	152	152	106	107	186	214	213	159	147	161	200	139	133	154	193
April	157	157	104	110	190	226	224	163	151	162	199	135	139	157	187
May	157	157	101	110	195	232	230	148	137	147	192	122	131	135	183
June	161	160	103	121	197	228	226	156	155	160	200	139	146	151	182
July	122	122	76	65	198	177	177	155	155	157	210	135	140	147	179
August	169	169	121	123	214	231	231	117	115	116	149	98	81	116	136
September	167	167	107	121	218	238	238	164	168	163	198	146	135	159	185
October	165	164	108	120	204	233	231	168	183	164	211	137	134	160	187
November	166	165	111	110	231	235	233	155	154	154	203	137	129	145	183
December	163	163	102	113	211	244	244	164	152	166	203	154	134	156	205
1971 January	156	155	103	105	227	221	221	142	130	144	188	125	114	137	171
February	160	159	110	110	201	230	230	137	132	141	183	121	120	135	164

The seasonally adjusted volume index numbers have been re-calculated to put them on the same basis as the recently re-calculated figures of the value of imports and exports. The method of seasonal adjustment used was described in *Trade and Industry* of February 17.

Foreign visitors to Britain in February

MORE PEOPLE from overseas are visiting Britain during the winter.

In February the total number of foreign visitors was 182,000, compared with 147,000 in February last year.

February's total maintains a high rate of growth of about 20 per cent a year. There were especially good figures for Western Europe, France in particular.

Number of foreign visitors

(Thousands per month)

	Total	Western Europe	United States
	Unadjusted	Seasonally adjusted	
1964	160	95	49
1965	180	108	56
1966	207	123	63
1967	227	134	70
1968	259	157	73
1969	320	190	95
1970 Year	378	221	117
January	149	349	200	108
February	147	351	201	109
March	296	396	228	125
April	312	372	227	105
May	415	382	238	107
June	509	372	223	112
July	822	351	200	113
August	681	383	220	123
September	447	391	226	122
October	315	398	240	117
November	213	395	233	122
December	235	401	234	121
1971 Year				
January	176	417	233	133
February	182	426	253	125

The figures are based on Home Office records, and are limited to visitors of foreign nationality, who represent about two-thirds of all overseas visitors. They exclude Commonwealth citizens and visitors (other than United States citizens) arriving from the Irish Republic.

British Film Fund Agency returns

THE BRITISH FILM FUND Agency has published the following information for the four weeks ended February 27, 1971:

	£	£
Distributors' earnings submitted		
High cost films	474,475	
Low cost films:		
Eligible (after multiplying by 2½)	52,381	
Not eligible for 2½ times rental	20,179	
		547,035
Films of less than 3,000 ft. (after multiplying by 2½)		21,016
		£568,051

Levy collections paid to Agency by HM Customs and Excise to March 15, 1971, together with an estimate of collection approximately covering entertainments of four weeks ended February 27, 1971 £531,600

The fourth interim allocation for the fourteenth distribution period will be at the rate of 42 per cent.

Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series

Monthly at £1 a year post free:

Rubber for November 1970

Pottery for November 1970

Quarterly at 37½p a year post free:

Agricultural Machinery for Fourth Quarter 1970

Internal Combustion Engines for Fourth Quarter 1970

A complete list of titles of Business Monitors was last published in *Trade and Industry* on March 31, on page 679.

Trade credit and exports in 1969

Introduction

THIS ARTICLE gives figures of overseas trade credit and the terms on which direct exports were made in 1969 derived from the Department of Trade and Industry's overseas transactions inquiry. Other results from the inquiry which also covers direct investment and royalty and service transactions were published in earlier issues of *Trade and Industry*: on March 31 in respect of royalty transactions and on April 7 in respect of direct investment and earnings.

Provisional figures for 1970 based on partial quarterly inquiries are included for certain items.

Scope of the inquiry

The information collected in the inquiry for 1969 was similar to that collected in previous inquiries. About 2,500 firms were approached and asked to provide details of trade credit outstanding with overseas concerns in respect of United Kingdom imports and exports whether handled by manufacturers or merchants; outstanding credit relating to international commodity sales arranged by United Kingdom merchants; and trade credit transactions of United Kingdom contracting firms operating overseas.

Trade credit outstanding covered both the credit extended by exporters themselves and credit in the form of bills or promissory notes discounted, assigned or sold to United Kingdom banks. One large and growing aspect of overseas trade credit which was not covered in the inquiry was credit extended to overseas purchasers by banks under the Financial Guarantee and Buyer Credit Guarantee schemes arranged by the Export Credits Guarantee Department. These details are available from that Department and have been added to Table 1.

Figures have also been included in Table 1 in respect of credit originally extended by United Kingdom firms which has been transferred to Export Credits Guarantee Department because of defaults in payment by the overseas purchaser, for which the United Kingdom firm has been re-imbursed. Many of those 'bad debts' will be recovered, although a proportion will eventually be written off as irrecoverable. The amount of such debts outstanding at the end of 1970 was £73 million.

Separate figures were collected of trade credit outstanding with related and with unrelated overseas concerns. Related concerns are the overseas branches, subsidiaries and associates of United Kingdom firms and the overseas parents and associates of foreign-owned firms operating in the United Kingdom. Trade credit represents one component of the inter-company and branch head-office accounts between related companies which is covered in the estimates of direct investment.

Coverage of the inquiry

The inquiry covered all industrial and commercial companies which were thought to have significant amounts of trade credit. Oil companies were not covered, and the only part of the public sector covered by these estimates is the British Steel Corporation.

The inquiry was conducted on a voluntary basis, and response was not complete. About two thirds of the firms approached provided full details, accounting for over 80 per cent of the main totals. Estimates were made for non-respondents, based on previous returns to the inquiry, information from published accounts, etc., and for small firms not approached in the inquiry, and the figures in Table 1 relate to all firms.

Although the figures are shown to the nearest £million, they cannot be regarded as accurate to that degree. In general, the figures of credit extended are more reliable than the figures of credit received. Although further improvements have been made in the coverage of importers in the inquiry, especially of shipping companies purchasing ships abroad, there remains the possibility that the figures of credit received understate the extent of credit received from abroad. As a result of extensions to the coverage of importers the level of import credit outstanding has been revised upwards from that derived from previous inquiries.

The figures for 1970 are based on very incomplete quarterly reports from a number of large companies and will be revised in the light of the fuller annual inquiry for 1970 which is just beginning. Only those items covered by quarterly inquiries or for which firm information is available are given in Table 1 for 1970. Using banking and other information, the Central Statistical Office has estimated that total net credit extended to unrelated firms in 1970 amounted to just over £300 million and total net credit received from unrelated firms amounted to just over £40 million (see Eco-

(*Continued on next page*)

Table 1. International trade credit, 1968-70

Estimates for all firms (excluding oil companies)

£ million

	Increase during 1968			Increase during 1969 (¶)			Outstanding at end 1969			Increase during 1970 (‖)		
	Total	Due from related concerns	Due from unrelated concerns(‡)	Total	Due from related concerns	Due from unrelated concerns (‡)	Total	Due from related concerns	Due from unrelated concerns (‡)	Total	Due from related concerns	Due from unrelated concerns(‡)
CREDIT EXTENDED:												
Credit extended by United Kingdom firms (†)	174	25	149	247	67	180	1,755	503	1,252	107	61	46
Of which:												
Unmatured bills and notes lodged, but not discounted with banks in the UK	36	..	..	26	..	..	287	..	..	..	..	..
Bills and notes covering outstanding credit which were discounted, assigned or sold to banks in the UK	89	39	50	90	32	58	462	163	299	..	..	..
Credit extended under Financial Guarantee and Buyer Credit schemes	106	—	106	120	—	120	416	—	416	163	—	163
Total credit extended	369	64	305	457	99	358	2,633	666	1,967	..	..	..
Less, advance and progress payments on exports	3	5	– 2	53	3	50	157	15	142	..	..	22
TOTAL NET CREDIT EXTENDED	366	59	307	404	96	308	2,476	651	1,825	..	..	..
	Total	Due to related concerns	Due to unrelated concerns(‡)	Total	Due to related concerns	Due to unrelated concerns(‡)	Total	Due to related concerns	Due to unrelated concerns(‡)	Total	Due to related concerns	Due to unrelated concerns(‡)
CREDIT RECEIVED:												
Credit received by United Kingdom firms	74	17	57	165	76	89	750	367	383	159	108	51
Of which:												
Bills accepted	14	5	9	46	16	30	148	65	83	..	..	..
Less, advance and progress payments on imports	22	1	21	8	2	6	66	7	59	..	..	38
TOTAL NET CREDIT RECEIVED	52	16	36	157	74	83	684	360	324	..	..	

(†) Including debts owned by overseas purchasers to Export Credits Guarantee Department
(‡) Including transactions between members of international group whose only link is a common overseas parent company ('sister companies')
(‖) These estimates are based on very incomplete evidence (see text on 'Summary of results')
(¶) These estimates do not include £60 million in respect of import deposits paid directly to HM Customs from overseas

TRADE CREDIT AND EXPORT, *continued*

nomic Trends, March 1971, Table 16 of 'United Kingdom Balance of Payments in Fourth Quarter and Year 1970.'

Summary of results

Table 1 indicates that the change in total trade credit extended by the United Kingdom (net of down-payments) during 1969 was just over £400 million, about 10 per cent greater than the change during 1968. There was a very large increase in credit extended by United Kingdom firms (nearly £250 million compared with around £175 million in 1968), though this increase was partly offset by a rise of about £50 million in advance and progress payments received from abroad. Credit represented by bills and notes discounted, assigned or sold to banks rose by a similar amount in both 1968 and 1969. Credit extended under the Financial Guarantee and Buyer Credit guarantee schemes rose by £120 million in 1969, a slightly lower rate of increase than during the previous two years although still a higher one than for total credit extended.

The incomplete evidence for 1970 indicates that the increase in credit extended was slightly lower than in 1969. There was a substanial growth in credit financed by United Kingdom banks, but a comparatively small growth of credit extended by United Kingdom firms, especially to unrelated overseas concerns. This latter feature may reflect a tendency for firms to restrict credit granted to overseas purchasers because of the tight liquidity position, combined with the transfer where possible of responsibility for providing credit to the banking sector.

The rise in net credit received by United Kingdom firms in 1969 was about three times that in 1968. A substantial part of this increase probably reflects the effects of the import deposit scheme which encouraged importers to seek longer terms of credit from their foreign suppliers in order to finance the payment of deposits. The rise in credit received from related overseas concerns was more rapid than that from unrelated concerns. This partly reflects the high level of stocks held by United Kingdom branches of foreign-based mining and commodity companies. It also may reflect a greater willingness by foreign parent companies to help their affiliates in the United Kingdom in a tight liquidity situation than was the case with other overseas suppliers.

There was a further substantial increase in credit received by United Kingdom firms in 1970 in total, largely from related concerns. With the gradual repayment of import deposits, there was only a small increase in credit received from unrelated concerns other than credit received on imported ships.

Exports analysed by length of credit

In the overseas transactions inquiry for 1969 firms were asked for the value of their direct exports and an analysis (in percentage terms) of the credit terms on which they were made. Direct exports were defined as those exports for which the firm making the return, its own export companies or export agents working to its instructions, submitted export documents to HM Customs.

The terms on which exports were made, shown in Table 2, relate to the original period of credit extended. Where payment was made by instalments, the period to final payment was taken as the length of credit extended. Exports made under Financial and Buyer Credit Guarantees were grouped with other exports on credit terms of over 5 years.

Table 2 summarizes the returns received in the inquiry, classifying returns to broad industry groups. Where a firm spans several industry groups it is classified to its main activity, which may not always be the activity giving rise to exports on particular terms of credit. The trade classification shown in Table 2 is therefore a very approximate one.

Although the number of firms responding in 1969 was smaller than in 1968 (mainly because a number of small firms with very small export values in 1968 were not re-approached in 1969), the exports of reporting firms represented about 78 per cent of total exports and re-exports (compared with just under 75 per cent in 1968). The broad pattern of the terms on which exports are made has changed only marginally since 1966, the main change being a tendency for a higher (although still small) proportion of exports to be on credit terms of over one year. This category broadly represents the field where fixed rate finance is available by means of the Export Credits Guarantee Department's bank, financial and buyer credit guarantees, and the movement reflects the growing use of these schemes. Too much importance should not, however, be attached to small year to year fluctuations in the proportion in particular categories, which may be due to the timing of particular contracts, etc. An attempt has been made in Table 3 to allow for non-response, which is likely to be proportionately greater in the cash and near-cash categories of exports.

The main features in the figures for 1969 were the apparent flattening out of the proportion of exports on terms of over 5 years and the slight fall in the proportion on cash or near-cash terms i.e. on credit of up to 60 days). The former feature occurred after a period of very rapid growth between 1966 and 1968 when the proportion more than doubled. The change in the proportion of exports made on cash or near-cash terms is probably not of great significance.

Notes and definitions

The inquiry asked for returns showing amounts of international trade credit outstanding in connection with companies' trading transactions, i.e. exports, imports and re-exports of goods from the United Kingdom, and the purchase and sale of goods abroad which did not enter the United Kingdom or were merely transhipped in the United Kingdom, including any charges for services which formed part of the contracts, e.g. installation charges.

It covered transactions between United Kingdom and all overseas concerns. These concerns could be either parent companies, branches, subsidiaries or associates of the reporting companies, or not related with them in any way, these two categories being reported separately.

The statistics relate to the 'United Kingdom', which is defined as Great Britain, Northern Island, Isle of Man and Channel Islands.

No approach was made to Government departments, public corporations (other than British Steel Corporation), oil companies or to most small firms. Companies were asked to make returns for their accounting years if information were not available for calendar years. 'Credit outstanding' was defined as the difference between the value of goods and services provided under contracts with overseas residents, and payments received or made, and as such included in 'Accounts Receivable' or 'Accounts Payable' in the companies' books.

Only credit concerned with contracts for which a United Kingdom company acted as a principal or as the leader of a consortium was included, but this included goods and services provided on subcontract by other United Kingdom registered companies. Work

Table 2. Analysis of direct exports by terms of original credit†

Returns received in the inquiry — Original terms on which exports were made

Industry Group	Number of enterprises	Total Exports		Cash or Credit of up to 60 days		Credit of 61-180 days		Credit of 181 days to 1 year		Credit of over 1 year and up to 3		Credit of over 3 years and up to 5		Credit of over 5 years (‡)	
		£ million	Per cent	£ million	Per cent	£ million	Per cent	£ million	Per cent	£ million	Per cent	£ million	Per cent	£ million	Per cent
Food, drink and tobacco	78	319·7	*100*	251·7	*79*	57·0	*18*	0·7	—	—	—	—	—	10·3	*3*
Chemicals and allied industries	114	639·1	*100*	332·8	*52*	282·7	*44*	16·7	*3*	2·6	—	0·1	—	4·1	*1*
Metal manufacture	51	403·8	*100*	285·1	*71*	95·7	*24*	11·6	*3*	3·4	*1*	7·9	*2*	—	—
Non-electrical engineering	297	750·6	*100*	352·9	*47*	230·9	*31*	45·7	*6*	58·4	*8*	17·6	*2*	45·2	*6*
Electrical engineering	85	606·0	*100*	165·0	*27*	263·6	*43*	97·7	*16*	35·2	*6*	20·6	*3*	23·9	*4*
Shipbuilding and vehicles (other than motor)	31	300·0	*100*	156·7	*52*	22·7	*8*	10·4	*3*	4·7	*2*	27·1	*9*	78·5	*26*
Motor vehicles	30	945·6	*100*	629·8	*67*	266·4	*28*	28·2	*3*	12·7	*1*	8·6	*1*	—	—
Textiles, clothing and footwear	196	356·1	*100*	243·7	*68*	89·3	*25*	15·5	*4*	2·5	*1*	1·2	—	4·0	*1*
Paper, printing and publishing	72	129·3	*100*	69·5	*54*	55·4	*43*	3·7	*3*	0·7	*1*	0·1	—	—	—
Rubber	15	73·4	*100*	38·0	*52*	33·2	*45*	2·2	*3*	—	—	—	—	—	—
Other manufacturing industries	220	412·0	*100*	280·5	*68*	114·4	*28*	7·2	*2*	0·8	—	1·9	—	7·2	*2*
Distribution	269	386·6	*100*	217·5	*56*	149·3	*39*	11·7	*3*	3·5	*1*	1·2	—	3·5	*1*
Other activities (including construction)	99	204·8	*100*	117·6	*57*	70·7	*35*	7·6	*4*	0·9	—	1·1	*1*	6·8	*3*
All industries	1,556	5,527·1	*100*	3,140·6	*56·8*	1,731·1	*31·3*	258·9	*4·7*	125·4	*2·3*	87·5	*1·6*	183·5	*3·3*

(†) Excludes oil companies and public sector enterprises. (‡) Includes exports made under Financial Guarantee and Buyer Credit arrangements

done on sub-contract was excluded in order to avoid duplication. Where overseas concerns were involved either as main or as sub-contractors, account was taken only of that part of a contract which related to United Kingdom companies.

On transactions for which companies had been reimbursed by ECGD, they were asked to include only that part of the debt outstanding which had not been covered by ECGD. Figures of debts outstanding in respect of export credit for which Export Credits Guarantee Department had reimbursed the United Kingdom exporter were obtained from that Department. Deposits or progress payments in advance of the shipment of exports were recorded separately. For goods exported on consignment firms were asked to return as credit the values not paid for by the end of each reporting period. Values used were to be those in companies' books, even though the eventual realized values might be different. There was a separate heading for bills connected with companies' overseas trade transactions which had been lodged with a bank in the United Kingdom for whatever purpose, but not discounted or assigned. The nominal value of bank or trade bills or promissory notes discounted with, or assigned to, a bank in the United Kingdom which had not matured by the end of each reporting period, though not part of 'Accounts Receivable' in the companies' accounts, was also returned separately.

Companies were also asked to return, at nominal values, unmatured bank or trade bills or promissory notes in connection with United Kingdom imports of goods, other purchases of goods and related services, which they, or a United Kingdom bank acting on their behalf, had accepted.

Bills lodged with banks in the United Kingdom

Unmatured bills of exchange and promissory notes lodged with (but not discounted with or assigned to) banks in the United Kingdom. The bills and promissory notes may be lodged as security for an overdraft or simply for collection at maturity.

Bills covering outstanding credit which were discounted or assigned

The figures relate to credit by bills of exchange discounted, assigned, or sold, or by promissory notes held, excluding those in connection with the Financial Guarantee Scheme.

Bills accepted in connection with credit received

Unmatured promissory notes issued and bills of exchange accepted either by United Kingdom purchasers of by banks in the United Kingdom acting on their behalf, in connection with credit received on imports or other purchases of goods, etc.

Exports analysed by credit terms

Firms were asked to give estimates in percentage terms of the proportions of direct exports according to the length of term of credit extended (to final payment where payment was by instalments), reasonable estimates being accepted if precise figures were not available.

Returns to the inquiry were coded to one of the following industry groups, based on the main activity of the enterprise. Each indusry group is defined in terms of the Standard Industrial Classification, 1968.

Industry codes for United Kingdom companies

Group	1968 Standard Industrial Classification
Food, drink and tobacco	Order III
Chemical and allied industries	Order V
Metal manufacture	Order VI
Mechanical engineering	Orders VII, VIII
Electrical engineering	Order IX
Shipbuilding, marine engineering, vehicles other than motor vehicles	Order X MLH 380, 382-385
Motor vehicles	MLH 381
Textile, clothing and footwear	Orders XIII, XIV, XV
Printing, paper and publishing	Order XVIII
Rubber	MLH 491
Other manufacturing industries	Orders XII, XVI, XVII MLH 492-499
Distribution	Order XXIII
Other activities	Order I, II, XX, XXI, XXII, XXIV, XXV, XXVI MLH 261-263

(*Continued in next column*)

Footwear industry: orders and deliveries

IN THE FOURTH QUARTER of 1970 net new orders received by the footwear industry were provisionally estimated at 5 per cent less than in the third quarter; deliveries, which were provisionally estimated at 3 per cent more exceeded net new orders with the result that order books at the end of December were 1 per cent less than at the end of September.

The comparisons given above are based on the seasonally adjusted series in the accompanying table.

For 1970 as a whole net new orders and deliveries were 4 per cent more and 1 per cent less respectively than in 1969. Net new orders exceeded deliveries during 1970, resulting in an increase of 14 per cent in the order books between the end of 1969 and the end of 1970.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is, therefore, possible for the differing values of the various types of footwear. A breakdown of deliveries by types of footwear in pairage terms is published in the Department of Trade and Industry Business Monitor Production Series (Reference P17).

Million pairs

	Orders-on-hand		Net new orders		Deliveries	
1964	35·8		—		16·8	
1965	39·9		16·8		16·5	
1966	33·9		15·7		16·2	
1967	37·9		16·2		15·9	
1968	41·2		17·0		16·8	
1969	35·2		15·7		16·2	
1970 p	40·1		16·4		16·0	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1969 1st quarter	47·5	41·9	19·1	16·7	17·0	16·5
2nd quarter	48·9	39·3	15·7	15·5	15·2	16·4
3rd quarter	34·6	39·2	11·5	16·1	16·3	16·1
4th quarter	35·2	35·2	16·5	14·5	16·3	15·8
1970 1st quarter	40·1	36·2	17·4	15·7	15·8	15·4
2nd quarter	47·9	38·2	17·5	16·7	14·9	16·1
3rd quarter	35·3	41·9	12·0	17·2	16·2	16·0
4th quarter p	40·1	41·3	18·5	16·3	16·9	16·5
1969 April	50·5	41·7	18·3	16·5	15·3	16·6
May	52·4	41·0	16·8	15·1	14·9	15·8
June	48·9	39·3	12·0	15·1	15·5	16·7
July	42·8	40·4	9·0	17·2	15·1	16·1
August	38·8	39·5	10·6	15·1	14·6	16·1
September	34·6	39·2	15·0	15·9	19·2	16·1
October	34·0	38·3	18·5	15·5	19·1	16·5
November	35·8	37·3	18·8	14·3	17·0	15·3
December	35·2	35·2	12·2	13·6	12·8	15·7
1970 January	32·6	33·7	11·3	13·8	13·9	15·3
February	34·0	32·9	18·4	14·6	17·0	15·4
March	40·1	36·2	22·6	18·6	16·5	15·4
April	46·5	37·1	22·5	18·4	16·1	17·5
May	49·7	37·8	16·7	15·1	13·5	14·3
June	47·9	38·2	13·3	16·7	15·1	16·3
July	43·0	41·6	10·2	19·5	15·1	16·1
August	40·7	44·1	12·4	18·6	14·7	16·2
September	35·3	41·9	13·4	13·5	18·8	15·8
October p	35·4	41·5	19·6	16·5	19·5	16·9
November p	39·6	42·2	22·1	16·8	17·9	16·1
December p	40·1	41·3	13·9	15·6	13·4	16·4

The actual figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.

TRADE, CREDIT AND EXPORT, *continued*

Table 3. Percentage analysis of exports analysed by credit terms, 1967-69†

Original terms on which exports were made	Percentage of total exports		
	1967	1968	1969
Cash or credit of up to 60 days	*56·6*	*57·8*	*57·5*
Credit of 61 to 180 days	*31·2*	*30·2*	*31·0*
Credit of 181 days and up to 1 year	*5·5*	*4·7*	*4·6*
Credit of over 1 year and up to 3 years	*2·8*	*2·4*	*2·2*
Credit of over 3 years and up to 5	*1·1*	*1·7*	*1·6*
Credit of over 5 years	*2·8*	*3·3*	*3·1*
Total	*100*	*100*	*100*

† Adjusted approximately for non-response.

Retail trade in January

THE VOLUME of retail sales in the three months November-January, after allowing for seasonal variations, was 1 per cent less than in the previous three months, August-October. All the broad groups of shops recorded lower sales. Half the overall decrease was due to a 2 per cent reduction in sales by 'other non-food' shops (which include mail order businesses where the full impact of the postal strike had not yet been felt): a third was in sales by clothing and footwear shops (largely reflecting the very high October figure) and the remainder in sales by food shops and durable goods shops.

For January itself the seasonally adjusted index of the volume of sales is 102.7, following 103.3 for November and 104.9 for December. The volume of sales in January 1971 was little different from the volume in January 1970: at current prices there was an increase of about 7 per cent over this period.

Despatch of the forms for January and February to firms which contribute to the retail trade statistics was delayed by the postal strike. Prompt return of the forms by many contributors has made it possible to issue the statistics for January now. It is hoped to include the figures for February in *Trade and Industry* for April 28; the figures for March will be published in *Trade and Industry* for May 12, in accordance with the regular time-table.

The figures for January are based on returns from rather fewer contributors than usual, and may therefore be a little less reliable than normal.

In accordance with past practice in this series, the seasonal factors for both the value and the volume of retail trade have been revised to take account of a further year's experience (see the technical note on pages 30 and 31 of the *Board of Trade Journal* of July 2, 1969). This has resulted in minor revisions to some of the index numbers previously published.

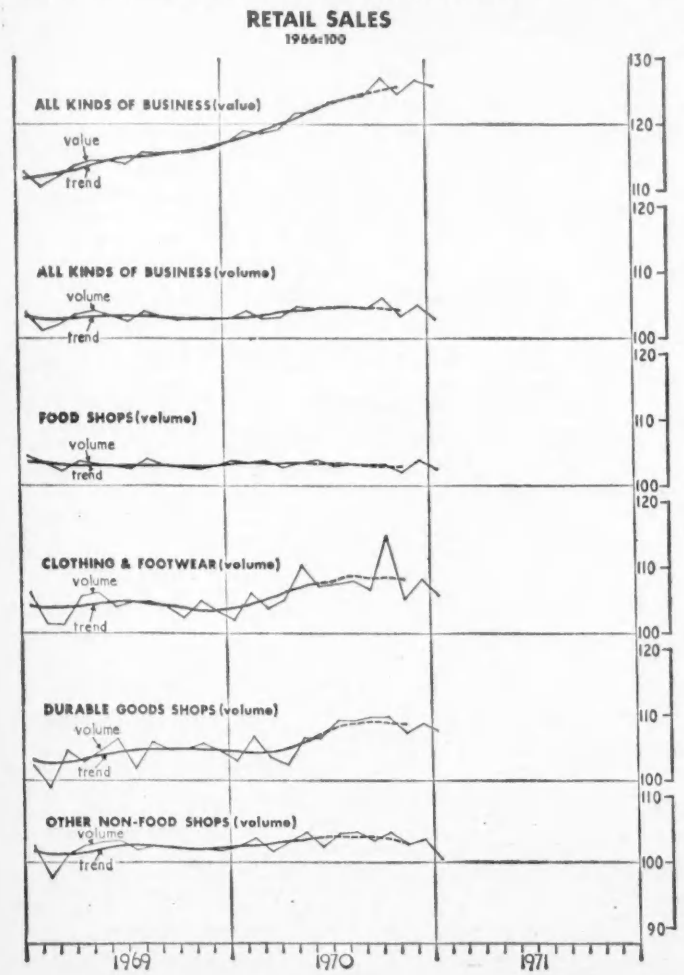


Table 1. Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1966 prices) (†) 1966 = 100

	All kinds of business (‡)	Food shops (‡)	Non-food shops			
			Total (‡)	Clothing and footwear shops	Durable goods shops	Other non-food shops (§)
(Sales in 1966 £ million Provisional estimates)	(11,372)	(4,952)	(6,420)	(1,727)	(1,176)	(3,517)
1967	101·4	101·2	101·5	100	103	102
1968	103·6	102·1	104·8	104	108	104
1969	103·0	103·1	102·9	104	104	102
1970	104·2	103·3	105·0	107	107	103
1969 1st quarter	102·3	103·2	101·4	103	102	100
2nd quarter	103·7	103·3	104·2	105	105	103
3rd quarter	103·2	103·1	103·2	105	104	102
4th quarter	102·9	102·8	102·9	103	105	102
1970 1st quarter	103·3	103·7	103·1	104	104	102
2nd quarter	104·2	103·4	104·9	107	105	103
3rd quarter	104·6	103·1	105·9	107	109	104
4th quarter	104·7	103·1	106·0	109	109	104
1970 July	104·7	102·9	106·1	108	109	104
August	104·8	103·1	106·3	108	109	105
September*	104·4	103·2	105·4	107	110	103
October	106·0	103·2	108·2	115	110	105
November	103·3	102·0	104·3	105	107	103
December*	104·9	103·8	105·7	108	109	103
1971 January	102·7	102·4	103·1	106	107	100
1970 Aug.-Oct.	105·0	103·2	106·5	110	110	104
Nov.-Jan. 1971	103·7	102·8	104·5	107	108	102
Percentage increase	*–1·2*	*–0·4*	*–1·9*	*–3*	*–2*	*–2*

Table 2. Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) (†) 1966 = 100

	All kinds of business (‡)	Food shops (‡)	Non-food shops			
			Total (‡)	Clothing and footwear shops	Durable goods shops	Other non-food shops (§)
(Sales in 1966 £ million Provisional estimates)	(11,372)	(4,952)	(6,420)	(1,727)	(1,176)	(3,517)
1967	103·0	103·0	102·9	102	104	103
1968	109·2	108·0	110·2	107	113	111
1969	114·3	115·3	113·5	112	113	115
1970	122·4	122·2	122·6	121	123	123
1969 1st quarter	111·8	113·2	110·2	108	110	111
2nd quarter	114·3	114·6	114·1	112	113	115
3rd quarter	115·1	115·9	114·3	113	113	116
4th quarter	116·1	117·5	115·4	113	115	117
1970 1st quarter	118·4	119·4	117·6	115	117	119
2nd quarter	121·0	120·9	121·3	121	120	122
3rd quarter	123·9	123·3	124·6	122	127	125
4th quarter	126·2	125·3	127·0	127	128	127
1970 July	123·3	122·6	124·0	122	127	124
August	124·0	123·0	125·1	123	127	125
September*	124·4	124·2	124·7	123	128	125
October	127·1	124·7	129·1	132	129	127
November	124·7	124·2	125·1	122	127	126
December*	126·7	126·6	126·9	126	129	127
1971 January	125·9	126·9	125·2	124	129	124
1970 Aug.-Oct.	125·1	124·0	126·2	126	128	126
Nov.-Jan. 1971	125·8	126·0	125·8	124	128	126
Percentage increase	*0·6*	*1·6*	*–0·3*	*–1*	—	—

All the series in Tables 1 and 2 are seasonally adjusted independently of each other, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(†) The monthly periods consist of four weeks except those marked * which are of five weeks. The period covered by January 1971 sales was the four weeks from January 3, 1971 to January 30, 1971, the corresponding period in 1970 was from January 4, 1970 to January 31 1970. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(‡) The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to, the final digit.

(§) Including department stores and mail order businesses.

Hire purchase and other instalment credit business in January

FIGURES UP TO January show a continued upward trend in the instalment credit business of finance houses. New credit advanced in January itself was less than the high December figure, but the total for the three months November-January was 7 per cent more than in the previous three months when seasonal movements are allowed for. A similar comparison for instalment credit sales by durable goods shops, on the other hand, shows a marginal fall. There has been little movement in the value of these sales since the third quarter of last year.

Total instalment debt outstanding to finance houses and retailers increased by £39 million during the three months November-January, in seasonally adjusted terms, and at the end of January was £95 milion (7 per cent) more than a year earlier.

Finance houses

New credit advanced by finance houses in January was 12 per cent more than a year earlier, not as large an increase as on average in the fourth quarter of 1970. Credit advanced for new cars was 24 per cent more and for used cars 4 per cent more than in the same period last year, these increases also being less than in the fourth quarter. Small reductions in January in credit advanced for household goods, caravans and motor cycles were more than offset by increases in the remaining categories of finance house business: the largest increase was for farm equipment and tractors (65 per cent), a category which can fluctuate markedly from month to month.

With credit extended exceeding repayments, debt owed directly to finance houses increased by £26 million during the three months to end-January in seasonally adjusted terms: unadjusted the increase was £2 million. At the end of January this debt stood at £848 million, an increase of £68 million (9 per cent) compared with the end of January 1970.

Durable goods shops and department stores

Instalment credit sales by durable goods shops in January were

(*Continued on next page*)

Table 2. Hire purchase and other instalment credit extended and repaid

Seasonally adjusted — £ million

	New Credit Extended			Repayments	Increase in debt
	Total	By Retailers (†)	By Finance Houses		
1966	1,404	735	669	1,533	−129
1967	1,496	750	746	1,532	− 36
1968	1,574	805	769	1,529	45
1969	1,504	803	701	1,520	− 16
1970	1,687	865	822	1,600	89
1966 1st quarter	391	190	201	390	1
2nd quarter	377	187	190	390	− 13
3rd quarter	329	182	147	375	− 46
4th quarter	307	176	131	378	− 71
1967 1st quarter	323	178	145	372	− 49
2nd quarter	343	181	162	383	− 40
3rd quarter	403	190	213	387	16
4th quarter	427	201	226	390	37
1968 1st quarter	427	212	215	392	35
2nd quarter	362	194	168	381	− 19
3rd quarter	387	200	187	376	11
4th quarter	398	199	199	380	18
1969 1st quarter	363	194	169	373	− 10
2nd quarter	366	200	166	375	− 9
3rd quarter	377	201	176	381	− 4
4th quarter	398	208	190	391	7
1970 1st quarter	392	208	184	382	10
2nd quarter	405	210	195	387	20
3rd quarter	431	220	211	408	23
4th quarter	459	227	232	423	36

(†) Durable goods shops, departmental stores, other general stores, general mail order houses and co-operative societies' non-durable goods departments.

Table 1. Hire purchase and other instalment credit business

	Increase in debt outstanding to finance houses and retailers (†)		Finance Houses				Durable Goods Shops			
	£ million		*New instalment credit extended per calendar month (Index 1966 = 100)*		Increase in debt £ million		*Instalment credit sales per week (Index 1961 = 100)*		Increase in debt £ million	
	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
1966	−129		*100*		−84		*93*		−51	
1967	− 36		*111*		−15		*94*		−30	
1968	45		*115*		26		*102*		2	
1969	− 16		*105*		−21		*94*		− 5	
1970	89		*123*		58		*105*		4	
1967 1st quarter	−77	−49	87	*86*	−39	−41	81	*87*	−18	−12
2nd quarter	−24	−40	113	*96*	− 4	−27	83	*88*	−13	−11
3rd quarter	5	16	129	*128*	20	21	93	*96*	− 8	− 8
4th quarter	60	37	117	*135*	8	32	122	*105*	9	1
1968 1st quarter	5	35	129	*128*	25	24	111	*120*	− 1	4
2nd quarter	—	−19	116	*101*	9	−18	86	*92*	− 6	− 3
3rd quarter	− 3	11	113	*112*	7	9	96	*99*	− 1	—
4th quarter	43	18	101	*118*	−15	11	113	*98*	10	1
1969 1st quarter	−39	−10	102	*102*	− 7	− 9	87	*93*	−10	− 5
2nd quarter	7	− 9	114	*99*	9	−17	88	*93*	− 1	2
3rd quarter	−18	− 4	106	*105*	− 2	1	91	*94*	− 2	− 2
4th quarter	34	7	96	*113*	−21	4	113	*97*	8	—
1970 1st quarter	−22	10	112	*110*	—	− 1	94	*101*	− 5	2
2nd quarter	36	20	135	*116*	38	12	96	*102*	− 1	1
3rd quarter	8	23	127	*126*	16	18	103	*107*	1	2
4th quarter	67	36	117	*139*	4	29	125	*108*	9	− 1
1970 August	10	12	125	*118*	11	7	102	*112*	1	3
September	1	9	124	*134*	—	7	104	*106*	—	—
October	14	12	126	*131*	5	9	123	*110*	1	—
November	22	7	113	*126*	—	3	127	*108*	6	2
December	31	17	110	*158*	− 1	17	126	*107*	2	− 3
1971 January	− 7	15	112	*125*	3	6	105	*110*	2	3
3 months ended October 1970	25	33	125	*128*	16	23	109	*109*	2	3
3 months ended January 1971	46	39	112	*136*	2	26	120	*108*	10	2
Percentage increase			−11	*7*			10	*− 1*		

(†) Durable goods shops, department stores, other general stores, general mail order houses and co-operative societies' non-durable goods departments.

HIRE PURCHASE, *continued*

12 per cent more (at current prices) than in the corresponding month of 1970. This increase was a little more than the average for the fourth quarter or for 1970 as a whole. Credit sales by furniture shops in recent months have been more buoyant than those by radio and electrical shops.

Department stores' sales on instalment credit in January were 17 per cent up by value on the same month last year. This too was a larger increase than in the fourth quarter or 1970 as a whole.

Other instalment credit retailers

Instalment credit sales by general mail order houses, which account for over three quarters of the credit business of this group of retailers, were affected in January by the postal strike. The value of sales was 12 per cent less than a year earlier, compared with an average increase of 11 per cent in 1970 as a whole.

The debt outstanding to this group of retailers increased by £10 million between end-October 1970 and end-January in seasonally adjusted terms.

Notes:

Despatch of forms for January and February to firms which contribute to the instalment credit statistics was delayed by the postal strike. Prompt return of the forms by many contributors has made it possible to issue the statistics for January now.

It is hoped to include the figures for February in *Trade and Industry* of April 28 and those for March, in accordance with the normal timetable, in the issue of May 12.

The figures for January are based on returns from rather fewer contributors than usual, and may therefore be a little less reliable than normal.

Table 3. Hire purchase and other instalment credit outstanding

£ million, end period

Owed directly to		Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245	241	239	239	240	243	248	250
	1969	246	243	240	238	242	239	237	238	237	238	241	245
	1970	246	244	240	240	241	239	239	240	240	241	247	249
	1971	251											
Department stores	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28	27	27	26	26	27	28	31
	1969	30	30	28	28	27	27	28	27	27	27	28	31
	1970	30	30	28	28	28	28	29	28	29	29	29	33
	1971	32											
Finance houses	1967	782	770	758	754	750	754	765	771	774	784	795	782
	1968	784	793	807	809	815	816	820	825	823	823	823	808
	1969	800	798	801	804	804	810	809	811	808	804	800	787
	1970	780	783	787	804	815	825	830	841	841	846	846	845
	1971	848											
Total	1967	1,083	1,063	1,044	1,035	1,027	1,026	1,035	1,037	1,038	1,049	1,064	1,058
	1968	1,059	1,068	1,082	1,082	1,088	1,084	1,086	1,090	1,089	1,093	1,099	1,089
	1969	1,076	1,071	1,069	1,070	1,073	1,076	1,074	1,076	1,072	1,069	1,069	1,063
	1970	1,056	1,057	1,055	1,072	1,084	1,092	1,098	1,109	1,110	1,116	1,122	1,127
	1971	1,131											
Other instalment credit retailers†	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188	187	182	179	179	185	197	222
	1969	211	206	203	201	204	203	195	191	189	195	208	232
	1970	226	223	218	215	220	217	208	207	207	215	231	257
	1971	246											
GRAND TOTAL	1967	1,271	1,247	1,225	1,214	1,205	1,201	1,205	1,204	1,206	1,222	1,250	1,266
	1968	1,255	1,259	1,271	1,272	1,276	1,271	1,268	1,269	1,268	1,278	1,296	1,311
	1969	1,287	1,277	1,272	1,271	1,277	1,279	1,269	1,267	1,261	1,264	1,277	1,295
	1970	1,282	1,280	1,273	1,287	1,304	1,309	1,306	1,316	1,317	1,331	1,353	1,384
	1971	1,377											

† Comprising general stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments

Table 4. Retailers: Instalment credit sales of selected kinds of business

Index numbers of value of goods sold on hire purchase and other instalment credit per week *and percentage increases compared with a year earlier*

Average of 1961 = 100

(H.P. and other instalment credit sales in 1961 £ million)	Total of Selected kinds of Business (§) (£673)		Durable Goods Shops Total (†) (£303)		Department Stores (£54)		Other Instalment Credit Retailers: Other General Stores (‡) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)	
1966	124	– 3	93	–17	103	– 1	125	– 6	184	11	93	– 2
1967	128	1	94	2	108	5	119	– 4	195	6	92	– 2
1968	137	7	102	8	115	7	120	1	210	8	93	1
1969	136	– 1	94	– 7	118	3	117	– 3	219	4	91	– 2
1970	148	9	105	11	127	8	122	4	242	11	91	—
1967 1st quarter	108	– 6	81	–17	89	–6	90	– 6	170	5	69	– 2
2nd quarter	118	– 1	83	– 8	96	– 1	110	– 8	186	6	84	– 3
3rd quarter	116	5	93	7	100	8	103	– 4	167	4	82	– 1
4th quarter	170	12	122	25	148	15	175	– 1	256	8	131	– 2
1968 1st quarter	129	20	111	38	105	18	96	7	188	10	69	—
2nd quarter	124	6	86	4	104	8	110	—	201	8	85	2
3rd quarter	120	4	96	4	102	3	102	– 1	175	5	84	2
4th quarter	173	2	113	– 7	149	1	174	—	278	8	132	1
1969 1st quarter	116	–10	87	–22	98	– 7	89	– 7	187	– 1	65	– 7
2nd quarter	129	4	88	2	112	8	112	2	210	5	86	—
3rd quarter	120	—	91	– 6	107	4	95	– 7	187	7	83	– 1
4th quarter	178	3	113	– 1	156	5	175	1	294	6	131	– 1
1970 1st quarter	126	8	94	8	100	3	90	1	207	11	67	4
2nd quarter	138	7	96	9	118	5	115	2	225	7	88	3
3rd quarter	134	11	103	14	121	13	100	6	206	10	81	– 3
4th quarter	196	10	125	11	170	9	184	5	330	12	127	– 3
1970 August	131	13	102	15	105	9	95	7	206	15	80	– 2
September*	139	10	104	13	118	12	98	2	226	10	79	–10
October	186	14	123	14	152	17	140	7	327	15	93	8
November	202	9	127	10	153	5	173	4	357	11	118	– 7
December*	200	9	126	10	197	7	227	5	311	11	162	– 5
1971 January	114	1	105	12	138	17	88	– 1	143	–12	55	– 7

Table 4 – *continued*

(H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops								Furniture Shops						Other Durable Goods Shops			
	Total (£303)		Multiples (£161)		Independents (£110)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143) (‖)		Radio and electrical, etc. goods shops (¶) (£82)	
1966	93	–17	100	–15	82	–19	95	–19	93	–15	94	–15	92	–15	92	–19	76	–21
1967	94	2	104	4	81	– 1	91	– 4	88	– 5	86	– 8	90	– 2	101	9	82	7
1968	102	8	113	8	87	8	96	5	90	2	87	1	94	4	113	13	90	11
1969	94	– 7	107	– 5	78	–10	84	–12	81	–11	79	– 9	82	–12	109	– 4	84	– 7
1970	105	11	119	11	87	11	91	8	92	14	95	21	89	8	119	9	96	14
1967 1st quarter	81	–17	88	–13	71	–21	79	–26	76	–21	73	–23	78	–18	85	–12	70	–18
2nd quarter	83	– 8	93	– 5	69	–12	80	–16	76	–16	74	–20	79	–11	89	1	68	– 6
3rd quarter	93	7	103	8	78	7	89	5	84	– 5	79	–12	88	2	101	19	81	24
4th quarter	122	25	134	26	105	23	116	26	117	20	118	20	117	19	127	30	107	33
1968 1st quarter	111	38	121	39	98	39	107	36	96	27	92	26	100	28	125	48	101	46
2nd quarter	86	4	98	6	71	3	77	– 4	80	5	80	8	81	3	93	5	72	6
3rd quarter	96	4	109	6	79	1	90	1	83	– 1	79	—	86	– 2	109	8	84	4
4th quarter	113	– 7	123	– 8	101	– 4	109	– 7	101	–13	96	–19	107	– 9	125	– 1	104	– 3
1969 1st quarter	87	–22	95	–21	77	–22	78	–27	71	–26	66	–28	77	–24	102	–18	83	–19
2nd quarter	88	2	102	4	69	– 3	77	—	78	– 3	80	—	75	– 7	99	9	71	– 2
3rd quarter	91	– 6	104	– 5	74	– 6	79	–11	77	– 7	74	– 7	79	– 8	105	– 4	79	– 6
4th quarter	113	– 1	127	3	95	– 7	104	– 5	97	– 4	95	– 1	99	– 8	129	3	104	1
1970 1st quarter	94	8	105	10	82	6	80	2	79	10	79	20	79	3	110	7	95	15
2nd quarter	96	9	111	8	76	10	88	15	83	7	86	8	80	6	109	10	82	15
3rd quarter	103	14	118	13	86	16	88	10	91	18	93	25	89	12	118	12	94	19
4th quarter	125	11	143	13	104	10	108	4	116	20	124	30	109	10	138	7	113	8
1970 August	102	15	119	17	81	11	91	15	86	20	89	33	83	9	119	12	97	19
September*	104	13	123	13	83	14	83	4	90	20	93	25	87	15	121	10	94	14
October	123	14	139	16	103	16	109	– 4	110	19	111	27	110	13	137	14	105	16
November	127	10	143	12	105	6	120	9	114	19	114	28	115	11	140	4	108	4
December*	126	10	147	11	105	10	98	7	123	21	142	34	104	8	136	3	122	5
1971 January	105	12	113	12	96	12	98	15	92	14	89	20	94	9	119	10	102	3

(†) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies' durable goods departments. (‡) Includes credit traders calling on customers. (§) Comprises durable goods shops (including co-operative societies' durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (‖) Comprises electricity and gas showrooms, radio and electrical goods shops (including radio and television rental specialists). (¶) Comprises radio and electrical goods shops, cycle and perambulator shops.

Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month *and percentage increases compared with a year earlier*

Monthly average 1966 = 100

(£ million)	All goods (£670)		Private cars, new (£132)		Private cars, used (£250)		Commercial motor vehicles – new and used (£78)		Motor-cycles, side-cars, power assisted cycles (£16)		Caravans new and used (£15)		Farm equipment and tractors (£11)		Industrial and building plant and equipment (£80)		Household goods (†) (£34)		Other goods (£54)	
1966	100		100		100		100		100		100		100		100		100		100	
1967	111	11	116	16	117	17	103	3	105	5	95	– 5	98	– 2	113	13	106	6	96	– 4
1968	115	3	110	– 5	117	—	117	14	109	4	118	23	95	– 3	110	– 3	127	20	117	22
1969	105	– 9	91	–18	101	–14	128	9	77	–29	114	– 4	96	1	105	– 5	107	–16	128	10
1970	123	17	106	16	110	8	148	16	92	19	130	15	115	19	126	20	119	11	195	53
1967 1st quarter	87	–26	83	–36	81	–30	91	–23	53	–53	80	–11	81	– 7	108	– 6	100	–14	94	–19
2nd quarter	113	–13	106	–25	115	–17	114	– 9	138	–10	114	–14	89	–15	127	12	96	– 5	98	– 2
3rd quarter	129	44	139	68	151	70	101	13	135	46	115	1	120	– 4	111	23	100	11	91	—
4th quarter	117	82	133	202	122	111	104	52	92	126	72	16	101	22	107	27	127	35	100	8
1968 1st quarter	129	49	139	67	131	63	133	46	103	96	110	38	85	5	122	13	136	36	121	29
2nd quarter	116	3	102	– 4	121	5	121	6	126	– 9	140	22	85	– 5	116	– 9	113	19	121	23
3rd quarter	113	–12	108	–22	123	–19	102	1	128	– 5	141	23	104	–14	98	–12	121	21	105	16
4th quarter	101	–14	92	–31	93	–24	112	7	79	–15	79	9	108	7	104	– 2	139	9	119	19
1969 1st quarter	102	–21	92	–34	96	–27	131	– 2	63	–39	92	–17	85	1	101	–17	116	–14	129	7
2nd quarter	114	– 2	103	1	114	– 6	139	15	93	–26	152	8	95	11	104	–10	99	–13	133	10
3rd quarter	106	– 6	95	–12	105	–14	118	16	90	–30	124	–12	103	– 1	108	10	98	–19	123	17
4th quarter	96	– 5	72	–21	89	– 4	124	10	64	–19	87	9	103	– 5	106	1	116	–16	126	5
1970 1st quarter	112	9	100	9	101	5	142	9	70	12	99	7	91	7	118	17	116	—	154	19
2nd quarter	135	18	119	16	122	7	169	21	109	17	165	9	109	15	141	35	109	10	199	50
3rd quarter	127	20	111	17	115	9	141	20	105	17	160	29	124	20	119	11	116	19	224	81
4th quarter	117	22	93	28	100	12	140	13	85	33	98	12	134	31	126	19	137	18	203	62
1970 August	125	14	132	7	108	5	133	13	99	3	142	41	129	25	107	3	113	22	218	68
September	124	25	106	23	114	15	137	21	103	27	158	17	128	19	114	16	123	26	205	93
October	126	15	100	13	114	7	151	9	101	17	132	2	134	9	132	13	130	13	207	73
November	113	22	93	28	96	12	139	18	81	31	83	17	117	33	125	19	131	13	194	63
December	110	30	85	50	90	20	130	13	73	68	78	31	153	56	120	27	149	28	209	51
1971 January	112	12	108	24	89	4	142	11	56	– 1	71	– 1	128	65	121	14	123	– 3	187	21

(†) Includes pedal cycles and some mopeds; mopeds are generally classified with motor-cycles but some returns do not distinguish mopeds from pedal cycles.

United Kingdom official reserves in March

HM TREASURY announce that the United Kingdom official reserves rose by £51 million during March to stand at £1,382 million at the end of the month. This increase was after the repayment of £285 million to the International Monetary Fund.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Trade and Industry, *Room* 437, *Department of Trade and Industry,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO.*

Exhibitions and Fairs

Promising start by aircraft and airport equipment manufacturers

A report from the British Embassy (Commercial Department), Moscow

THE FIRST exhibition in the USSR devoted to airport and aircraft cabin equipment, aircraft loading equipment and ground passenger servicing was opened on March 16 at Sokolniki Park in Moscow, under the banner 'Aviaservice – '71', by the Soviet Deputy Minister of Civil Aviation, Mr. N. P. Bykov.

In his opening speech in the shadow of a large working model of the supersonic TU-144, simulating take-off and landing flight positions and nose and wheel movements, the Deputy Minister emphasized the vital importance of air transport developments in the USSR and the need to improve passenger services both in the air and on the ground.

Some 45 exhibitors from 15 countries showed equipment ranging from paper cups to baggage handling conveyors, as well as airport construction techniques.

Effective presentation

The British stand, organized by the Department of Trade and Industry as a joint venture with the British Airport Construction and Equipment Association (which was represented at the exhibition by the Director, Mr. D. D. Dempster), whilst not the largest, certainly gave way to no other in manner of presentation and effectiveness.

With closed circuit television and a full range of aircraft seats on show, displays of cargo container and handling equipment and presentations of aircraft design coupled with examples of modern aircraft furniture, as well as the joint BACA/BEA/BOAC information stand, it was indeed one of the most well-patronized by Soviet specialists and experts during the 10 days of the exhibition.

Good opportunities

The development programme envisaged by the Russians for their air transport industry is vast, stretching into the next decade, and there should be good opportunities for British exporters to assist in its realization.

British firms at the exhibition were in general well-pleased with the interest shown in their products and services, and with the wide range of contacts which 'Aviaservice – '71' enabled them to make.

Although they reported no major contracts during the exhibition, they were mostly optimistic about their prospects in the Soviet market; and it is to be hoped that the encouraging start which they have made will serve as a spur to other British firms in this field.

British men's 'gear' has become firmly established on the American market and the New York NAMSB Show illustrated the wide variety of products available. Here, Mr. Ronald Ragghianti and Linda Ragghianti, New Image Boutique, Pittsburgh, look over the Baracuta display with Mr. Herb Saul (right) of Baracuta.

INDEX INQUIRIES

Inquiries about the detailed contents of Trade and Industry *(dates on which particular articles, etc., were published) should for convenience be made to the DTI Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index.*

British commercial information office at Hanover Fair

At this year's Hanover Fair (April (20-30), there will be an official British commercial information office in the *Internationaler Treffpunkt*, Room 34-35, which is situated in the Mittelallee.

It will be manned by members of the commercial department of the British Consulate-General in Hanover with the assistance of members of other British Consulates-General in the Federal Republic and the British Embassy in Bonn.

The function of this office is to receive commercial inquiries from buyers and agents, maintain close links with the Department of Trade and Industry and to assist British exhibitors with their commercial activities.

Should you wish to contact this office, the telephone number is Hanover 89-3211 and 89-3251 The telex number is 9248323 and the answer back is BRGR D.

The British Consulate-General in Hanover also has telex facilities, and the number is 923263, answer back BCGHND.

Fifteen menswear firms exhibit at New York Sportswear Show

A report from the British Trade Development Office, New York

SOME OF Britain's most enterprising menswear manufacturers have again challenged the competitive American market by their participation at a recent New York Sportswear Show. With their varied and interesting range of fashion clothing 15 British firms took part in the National Association of Men's Sportswear Buyers (NAMSB) Show at the Hotel New Yorker from March 21-24. They were members of a joint venture sponsored by the Department of Trade and Industry and the Clothing Export Council.

In the face of strong competition from New York boutique shows, (three events per annum) the NAMSB market week events still remain the two leading exhibitions for sportswear and casual wear in the United States menswear trade calendar, and the British group once again presented an exciting display of autumn fashions for the benefit of importers, store buyers and owners of speciality retail shops.

Hot pants for men

United States menswear fashion designers are always interested to view the latest ideas from Europe, and on this occasion found many items of interest in the British range of merchandise, particularly hot pants for men, an exciting new collection of outer coats and rainwear, and some very original designs in high fashion leather wear.

The whole British exhibit was professionally organized, and experience gained from previous visits to New York was most evident in their presentation of a range of sportswear, all of which was designed for the United States market.

Less extreme

American sportswear buyers who visited the NAMSB show seemed unanimous that menswear fashions have become less extreme, more practical and more acceptable to the middle age groups of the population.

Knitted put-togethers, and sports suits – dressed up, but casual – are becoming important items at the retail level, picking up the slack from a weak clothing business, and building up leisure-wear business until it may now become as important a retail operation as clothing used to be.

The momentum on extreme looks has slowed down, and the emphasis is now on fashionable tasteful, comfortable merchandise. Unlike the 'scene' a year ago there is a sameness about outerwear and knitwear collections.

There has been a toning down in design – the wild looks are not apparent anymore. Designers have taken popular fabrics like knits, denim, rougher suede and leather and put them into practical wearable, saleable fashion looks.

The Clothing Export Council were represented by Julian Clifford who made arrangements for the group's visit with the assistance of the British Trade Development Office, New York.

Opportunities for firms at Bucharest international exhibition of agriculture, food and packaging machinery and equipment

SINCE THE Romanians decided in 1967 to treat Britain as a preferred source of supply, United Kingdom exports have shown an impressive annual increase from £9.8 million to £29.1 million. Romanian agricultural production meets domestic requirements and leaves an export surplus which is of importance as a hard currency earner.

Nevertheless, agricultural yield is lower than in other European countries and there is a substantial need for machinery and fertilizers as well as for the implementation of large irrigation projects. There will be opportunties for co-operation and licensing arrangements as well as for direct exports.

The Bucharest Fair, October 10—19, will provide a good opportunity to initiate, or to reinforce and itensify, British-Romanian trade in this sector of the economy; exhibitors may expect to meet the end users as well as the purchasing authorities.

The Chamber of Commerce of the Socialist Republic of Romania have stated that the main commodity groups at the exhibition will be: equipment, machines and accessories for agriculture; equipment, machines and accessories for the alimentary industry; equipment, machines and materials for the packing and transport of agro-alimentary products; and equipment and apparatus for the research laboratories, agricultural production and the food and packaging industry.

The Chamber have provided the following list detailing the various categories of the exhibition:

A. Equipment, machines and accessories for agriculture

1. Land improvements: dammings, irrigations, clearings, soil improvements.
2. Production:
   - Agricultural: soil preparation and processing; sowing and harvesting; forting; transport, storing.
   - Hortiviticulture: hotbeds; gardens; greenhouses; vineyards; special growing (mushrooms, medicinal plants also).
   - Animals: cattle; sheep; goats; horses; pigs; farming; pisciculture; beekeeping.

B. Equipment, machines and accessories for the alimentary industry

1. Natural products processing in food and dietetical products: meat; milk; fish; fruit and vegetables; flours; farinaceous products; panification; oils; sugar and sugar products; wine-preparation; alcoholic drinks; non-alcoholic drinks; mineral waters; tobacco; cigars; cigarettes.
2. Tinning and conditioning of food products: pasteurization and sterilization; drying; smoking; industrial-cold; cryolizing and freeze-drying; vacuum; ferments and preservations.

C. Equipment, machines and materials for the packing and transport of agro-alimentary products:

1. Sorting.
2. Weighing, dosing.
3. Marking, labelling.
4. Previous packing, packing.
5. Palleting, containering.
6. Transport equipment.
7. Storing equipment.

D. Equipment and apparatus for research laboratories and in the agriculture production, as well as in the food and packing industry

1. Phytosanitary checking.
2. Quality control.
3. Labour protection.

E. Connected problems

1. Natural and chemical fertilizers.
2. Fungicidal and pesticidal substances.
3. Concentrated food for animals.
4. Measures against water and atmosphere pollution.
5. Apparatus and accessories for veterinary medicine.

Provided there is sufficient support from British industry the Department of Trade and Industry will organize an official British Pavilion.

A shell stand scheme will be provided for which the charge will be £13.50 per square metre. This is an inclusive charge covering rent, shell stand, general lighting and electrical outlets, pavilion decoration, security and normal services, including cleaning of the pavilion.

Outdoor space, dressed for display, will also be available at a charge of £3.25 per square metre.

Companies interested in participation should apply immediately for further details and an application form for space from Mr. B. L. Banks, Department of Trade and Industry, Fairs and Promotions Branch, Hillgate House, 26 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7213).

CAD—Atlas computer link with London show

COMPUTER AIDED DESIGN will be a feature of the Department of Trade and Industry's stand (No. 132) at the International Engineering and Marine Exhibition, Earls Court (April 21-29). The CAD Centre will be showing a large number of computer aided design programs and demonstrations, in operation, using a variety of terminals on-line to the powerful ATLAS 2 machine at Cambridge.

The Centre is dedicated to developing and promoting the use of CAD methods in industry. It provides a complete user service of consultancy and programming support for the computer system, which is available for use either in development or application of these new methods.

Over 60 organizations are at present benefiting from the facilities and using them regularly over telephone lines. These organizations include industrial firms with mechanical, electrical, civil and chemical engineering interests.

Remote access terminals

The CAD Centre's computer system is the most powerful currently available in Europe for CAD applications. A particular feature is the comprehensive range of remote access terminals from which engineers in any part of the country may access the system.

The equipment on display will show terminal configurations including the simple teletype, with or without remote graph plotting, visual display graphic terminals of the storage tube type and fully interactive graphic display satellite computers. All will be operating simultaneously and in a fully interactive manner.

The programs being demonstrated have been chosen to illustrate applications in various branches of engineering and to highlight the particiular uses of the various terminal devices. Consultants will be on the stand all week to discuss the implications of CAD methods in any branch of engineering.

PUBLICITY FOR TRADE FAIRS OVERSEAS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events well in advance – three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in Trade and Industry.

Government Publications

required by customers in Scotland may be obtained quickly from

Her Majesty's Stationery Office, 13a Castle Street, Edinburgh, 2

Companies 'well satisfied' with inquiries at Houston International Gas Turbine Products Show

A report from the British Consulate-General Houston

IN A joint venture with the Department of Trade and Industry and the British Electrical and Allied Manufacturers Association Ltd., seven British companies participated in the 16th annual International Gas Turbine Products Show held in Houston from March 28-April 1.

The show was again sponsored by the Gas Turbine Division of the American Society of Mechanical Engineers.

Rolls-Royce displayed gas turbine engines for adaption for industrial and marine applications; Doncaster Monk Bridge, precision forged blades, vanes, flanges, rings and other components; Firth Brown, forgings in carbon alloy, stainless and heat resisting steels, rolled products and high speed steels; Firth-Derihon Stampings, drop, press and upset forgings in steel alloy, discs, blades, gears, and shafts; Redman Heenan Froude, dynamometers and test equipment for turbines, SSS Gears, automatic clutches and a 4,000 hp machine clutch; Trucast, lost wax investment castings in low alloy steels, stainless steels, cobalt and nickel base alloys, both air and vacuum castings; Ultra Electronics, electronic control and monitoring systems for aircraft, automotive, industrial and marine gas turbines.

Redman Heenan and Froude took part for the first time. Rolls-Royce's stand was of their own design and occupied 800 sq. ft. BEAMA and Monk Bridge each occupied 100 sq. ft. and the other four companies, each 200 sq. ft. The general appearance was pleasing and the exhibits were well presented. The stands were situated advantageously close to the main entrance of the hall.

Part of the Ultra Electronics stand at the Houston Gas Turbine Products Show featured aircraft control systems.

More companies

Other British firms, who were not members of the joint venture and who exhibited through their American representatives, were: Hawker Siddeley; Rover Gas Turbines, Ruston Gas Turbines and James Walker & Co. Ltd. Flexibox US Inc., Houston, a subsidiary of Burmah Oil Co., exhibited transmissions, couplings, mechanical seals and lapping machines.

Among other well-known overseas companies were Brown Boveri-Sulzer, Zurich: Seimac, Paris; Fiat, Torino; GHH, Postfach, West Germany; Hispano-Suiza, Paris; Inventive Engineering, Vancouver, BC; Japan Society Mechanical Engineering, Tokyo; Nuovo Pignone, Frienze; Orenda Ltd., Toronto; Stal-Lavel, Sweden; Tokyo Shibaura Electric Co. Ltd., Tokyo.

Elaborate displays by some of the largest companies in American industry included those of Cooper-Bessemer, Curtiss Wright, who, as representatives of Rolls-Royce, displayed an 'Olympus' gas generator which caused much interest, General Motors, Dresser Industries, Ford Motor Co., General Electric, Honeywell, Humble Oil, Ingersoll Rand, Pratt Whitney and Westinghouse.

During the four days of conference, 98 technical papers were presented in 35 sessions on a wide range of subjects including aircraft, combustion, controls, marine, nuclear, turbomachinery, vehicles and research. Of these, seven were given by British representatives.

Get-together

The Consul-General gave a cocktail party on the Tuesday evening for all the British companies representatives, their American agents and many of their established and prospective customers.

On the Wednesday morning, at a meeting convened by the sponsors and attended by the exhibitors, plans were discussed for the 1972 show, to be held in San Francisco. Some support was given the idea that if the show were to be held every second year, costs would be reduced and the time in which new products and ideas could be brought to the conference, would be increased. However, it was thought that the present policy of holding the conference yearly served the interests of the industry better.

Despite a rather smaller attendance than last year, due it was thought to the condition of the American economy, the British companies were well satisfied with the inquiries they received. Redman Heenan and Froude, with no previous experience of the conference, received an inquiry for test equipment from Dresser Industries, valued at $170,000.

Dealer attendance disappointing at New York stamp show

A report from the British Trade Development office, New York

THE 13TH International Stamp Exhibition 'Interpex', held at the Americana Hotel in New York (March 12-14), proved a successful event for British participants.

The lower ground floor of the hotel afforded ample room for the stamp exhibits. The display cases, giving the effect of a stamp museum, were quite fascinating and attracted keen atttention.

Although the fair appeared well attended, the general consensus was that the crowd was composed mainly of private collectors and that actual dealer attendance was disappointing.

The British dealers at the show did a brisk business at the retail level and carried on wholesale business after show hours.

The Crown agents and Stanley Gibbons, the latter representing the British Post Office were well represented, both having well designed eye catching displays.

Decimal stamps

Besides the new British decimal stamps exhibited visitors were delighted to view the 'Mayflower' anniversary 1s. 6d. stamps with the Queen's head missing, and a sheet of six over-printed stamps bearing a portrait of Pius XI issued by the Vatican City on June 18, 1934.

The Mayflower errors, valued at $95 each, were brought to Interpex by Rushstamps. The Vatican City Sheet, shown by Leo Constantinide, was valued at $1,200.

The British exhibitors seemed to do well with good sales both retail and to the trade. Most spoke enthusiastically about coming back for the next show.

ADVERTISEMENT INQUIRIES FOR 'TRADE AND INDUSTRY'

Inquiries concerning the insertion of advertisements in Trade and Industry should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1 (01-348 9876, Ext. 6147).

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Where further information is available to inquirers, it may be obtained from either Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877), or Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) together with the appropriate telephone extension number.

Iran and the USSR

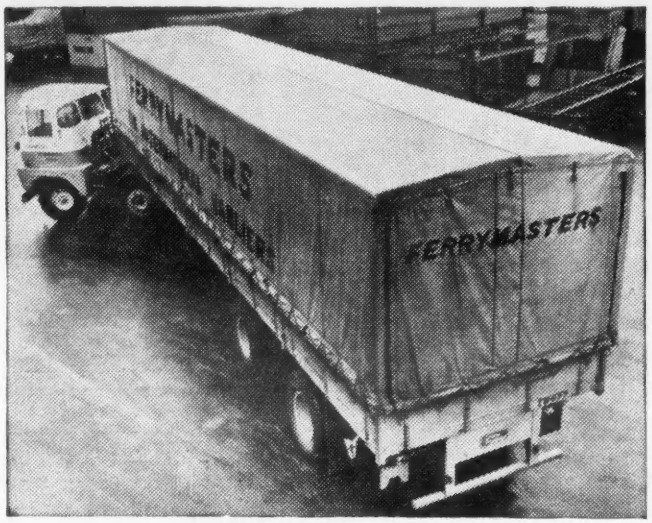
A NEW FIVE-YEAR trade and payments agreement was signed in Moscow on July 30, 1970 by Mr. Nikolai Patolichev, the Soviet Foreign Trade Minister, and Mr. Hushang Ansari, the Iranian Minister of Economy. The new agreement, which comes into effect on April 1, 1971, envisages Iranian exports to the USSR of US$720 million and Russian exports to Iran of US$318 million over five years. The imbalance appears to be intended to cover the repayment by Iran of some Soviet credits previously extended. Full details of the commodities to be exchanged have not been published. Iranian exports of manufactured goods, which show only the five year totals, are as follows (figures are in US$ million): Detergents (66.6); Aluminium – to begin in two years time (26.6); PVC and carbon black – to begin in three years time (13.3); Lead and zinc (40.0); Knitwear (56.0); Shoes (30.7); Cloth (8.5); miscellaneous – including towels, shirts, stockings, plastic goods and glycerine (13.3). Intended exports of traditional goods from Iran are given as percentage increases over the five-year period of the agreement. Those specifically mentioned are: Cotton – 20 per cent; Skins –30; Goat skins – 13; Gum tragacanth – 20; Fish and fish products – 40; Fruit – 40; Pistachios – 50. For Russian exports to Iran, the following broad categories and five year totals (in US$ million) are reported: Machinery and industrial equipment (120.0); Iron and steel goods (53.3); Vegetable oil (73.3); Wood and paper (34.6). The goods making up the balance of some US$37 million have not been identified. At the same time the Bilateral Payments Agreement has been extended to March 31, 1976, and the technical credit levels raised from US$5 million to US$7.5 million. Reference CRE 26643,

CRE Ext. 3508

Austria and Ecuador

THE AUSTRIAN/ECUADOR Commercial Agreement signed in Quito on March 28, 1969 has now been ratified by the Austrian Government. The Agreement comes into effect on May 4, 1971. Goods to be exported from Ecuador consist mainly of food and food products. Austrian exports to Ecuador will include mineral and chemical products, machinery, paper products, metal manufactures, electrical products and transport equipment. Further details of the goods to be exchanged may be obtained on application.

EDB Ext. 460, 462



Ferrymasters, the international hauliers, have taken delivery of the last of a series of orders placed with Crane Fruehauf Trailers Ltd. for a variety of semi-trailer models worth more than £200,000. *These new vehicles will play an important part in the expansion of Ferrymasters' international road haulage services; the total series of orders included more than* £100,000 *worth of tilt-covered* 12*-metre TIR trailers.*

East Germany and Denmark

A LONG-TERM AGREEMENT between the East German Office for External Economic Relations and three Danish trade organizations, covering the period January 1, 1971 to December 31, 1974, was recently signed in East Berlin. Details including the commodity lists for 1971 (in Danish only) are available to British exporters on application.

EDB Ext. 458, 459, 461

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Philippines, Iceland, Ethiopia, South Vietnam, Venezuela and Ecuador have been published in the 'Hints to Businessmen' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Department of Trade and Industry, Room CO7, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Department of Trade and Industry.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Department of Trade and Industry (DTI) (at either the Regional Office covering their area or Export House, 50 Ludgate Hill, London, EC4M 7HU). The DTI, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the DTI require, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature, relating to the product which the businessman is proposing to sell.

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in pink paper supplement of April 7 issue. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Department of Trade and Industry (see page 445, March 3 issue of Trade and Industry) or the Export Services Division, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757).

OUTWARD MISSIONS

Record sales drive in Far East

NORTHERN IRELAND'S overseas sales have been given a £1.5 million boost by a trade mission back from Australia, New Zealand, Hong Kong and Japan. This figure is the expected total sales of the mission, making it Ulster's most successful sales drive on record. It also means that this and a previous trade mission whose final sales figures are now released have achieved additional export earnings of almost £3 million.

The eight-week, 20-man mission, which included representatives of 15 Northern Ireland firms and five from England, was financially most successful in Hong Kong, where actual business totalled £375,000, with an expected growth to a further £225,000. Considerable success was also recorded in Japan, where potential business to the value of more than £400,000 is expected during the next 18 months. Business negotiated in Australia and New Zealand totalled more than £200,000, and further business is expected to total almost £500,000.

Included for the first time on an Ulster trade mission were representatives of the beef and pork industries, who found keen interest in both Hong Kong and Japan – an initial shipment of Ulster beef will soon be arriving in Tokyo, with the real prospect of a substantial trade to follow.

Selling mission to United States

THE British National Export Council is sponsoring a three-week selling mission to the United States. Mr. M. V. Quartly, sales director of Metering Pumps Ltd., who are members of the Council of British Manufacturers of Petroleum Equipment, will be one of the 20 members concerned with selling British equipment to the oil and petroleum industries throughout the United States.

The mission is due to leave on May 1.

Engineering mission to North America

THE Engineering Industries' Association is organizing a mission to the United States and Canada, with the emphasis on California, which leaves London on June 19. The first five consecutive working days, i.e. June 21-25, must be spent by all participants in California in conjunction with 'California 1971'. After this period participants may travel to any destination they wish in the United States or Canada to attend to their private business engagements.

The mission will be in the States for 18 days and will leave New York on July 7, arriving back in London on the morning of July 8.

Any engineering firms interested in sending a delegate with this mission should communicate with the Export Secretary, EIA, 3/7 Portman Square, London, W.1. Tel. 01-935 2241.

EXPORT TOURS

Successful trip to Japan

A CONSIDERABLE INCREASE in exports to Japan is anticipated by a Midlands group of companies as the result of a visit lasting less than two weeks by their deputy chairman, Mr. P. W. McKenzie, and the sales director of the engineering subsidiary, Mr. S. L. Fildes.

The group, operating under a parent organization, Midland Industries Ltd., Wolverhampton, had a foothold in the export of agricultural implements to Japan before this visit. Now it is likely to have captured not only 25 per cent of the market for agricultural loaders but to have opened up an entirely new market there for plastics handling equipment estimated to be worth many thousands of pounds a year.

On-the-spot assessments

MR. H. PATTINSON, marketing executive, Sandbach Export Ltd., Liverpool, who makes regular overseas visits, leaves later this month for Sudan, Nigeria, Zambia and South Africa.

He will call on agents and make on-the-spot assessments of market possibilities for a wide range of products – foods, steel angle, bicycles, pharmaceuticals, fish-gutting machines, etc.

Members of the recent building and construction industry mission to Greece, organized by Independent Trade Missions Ltd., photographed at a reception in Athens given jointly by Olympic Airways and Independent Trade Missions.

Pictured are Col. Carlos Cordova (left), Director-General of Postal Services in El Salvador and Mr. Rex Gordon Farrar, First Secretary and Consul at HM Embassy in San Salvador, studying a new issue of stamps made by the Thomas de La Rue Co. of Basingstoke. This issue, commemorating the 11th International Music Festival of El Salvador, is one of five in a contract awarded to the British company. The Royal Mint have also been successful in El Salvador; at the same time as the stamp issue came a new issue of 50 centavo coins made by the Royal Mint.

Two weeks in Colombia and Venezuela

MR. G. W. BEW, export manager, Hy-Mac Ltd., Newbury, Berks., is to lead a 14-day FMCEC sales mission to Colombia and Venezuela early in May. Mr. Bew who recently returned from a successful visit to Latin America, will visit the company's distributors and customers in Caracas and Maracaibo, Venezuela; Bogota and Medellin, Colombia.

The company continue to penetrate new markets and expand export activities. This month, Hy-Mac 580C and 610C machines were exported to St. Lucia, Windward Isles, while a Hy-Mac 880 is being shipped to Puerto Rico. In the nearby Virgin Isles, four 580C machines recently began work on the construction of a fresh-water pipeline, and four 580C all-hydraulic excavators were shipped recently to Jamaica for pipeline and general construction work.

The company manufacture the Hy-Mac range of all-hydraulic excavators, materials handling equipment and Hy-Lift cranes.

Visiting Japan

SANDERS AND FORSTER LTD., London, the structural engineering company of the Chamberlain group, is to make its pre-engineered industrial, school and housing system, together with structural steel fabricating techniques, available to Japan on a licensing basis. This follows the company's success in this field in Australasia, South Africa and certain European countries.

Mr. Martin H. Briggs and Mr. David White, chairman of Sanders and Forster Ltd., and manager of the company's overseas division respectively, will form part of a trade mission leaving the United Kingdom on April 16 for a three-week visit to Japan and Hong Kong which has been organized by the National Federation of Building Trade employers in conjunction with the Association of Industrialized Building Component Manufacturers.

Operating from Tokyo and Osaka, they will visit a number of leading structural steelwork fabricators to assess the particular requirements of the Japanese structural steelwork industry.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

More furnaces for Polish factory

Ursus, of Poland, are to install another £140,000 worth of Birlec heat treatment plant in their factory at Warsaw. This tractor manufacturer already operates four Birlec continuous carburizing and tempering lines and a number of Birlec sealed quench furnaces.

Galley equipment for Finnish vessels

Thomas Bishop Ltd., Hillington, Glasgow, have won a contract to supply equipment for the galleys of two 10,500 dwt cargo vessels. The vessels, to be built at Smith's Dock, a subsidiary of Swan Hunter, are for the Finland Steamship Co. Ltd. and are said to be the first vessels to be built in Britain for Finnish owners since just after the turn of the century. They will be delivered to their owners during 1971 and 1972.

Printing of United States Air Force papers

Publishers Workshop Ltd., Diss, Norfolk, have won an exclusive contract to publish United States Air Force base newspapers in the United Kingdom. Indirectly the project will earn dollars for Britain – readers are paid in United States dollars and British advertising will attract them into the economy. First publication will be on April 23. United States Air Force bases in Britain are at Alconbury, Bentwaters, Lakenheath, Mildenhall, South Ruislip and Upper Heyford.

Mobile hospitals for Iran

Rollalong Ltd., in conjunction with the Medical Supply Association (International) Ltd., have received a £1·25 million order for seven fully equipped mobile hospitals for the Ministry of War of the Imperial Government of Iran. Each hospital comprises 25 24-ft.-long trailer units, including sick bays, operating theatre, consulting rooms, dispensaries, treatment rooms, X-ray unit, dental centre, kitchen and staff dining/restroom facilities, etc., and supporting ancillary equipment such as generators.

£1.75 million polystyrene plant

Petrocarbon Developments Ltd., Wythenshawe, Manchester, have been awarded another major export contract for a polystyrene plant – the third within the last 12 months. The total cost of this latest project will be about £2·7 million, with a United Kingdom content of about £1·75 million.

The plant will be built for Stymer Oy of Helsinki at Porvoo and will incorporate processes licensed from Shell International Chemical Co. Ltd. and Denki Kagaku Kogyo Kk.

Instruments, equipment for Brazil

Smiths Industries Ltd. have received an order from Embraer of Brazil for 23 sets of instruments and equipment for the Bandeirante twin turbo-prop transport aircraft. Each Bandeirante, for Brazilian Air Force and civil operators, will be equipped with over 18 items of the company's flight and engine instruments, also fuel gauging systems.

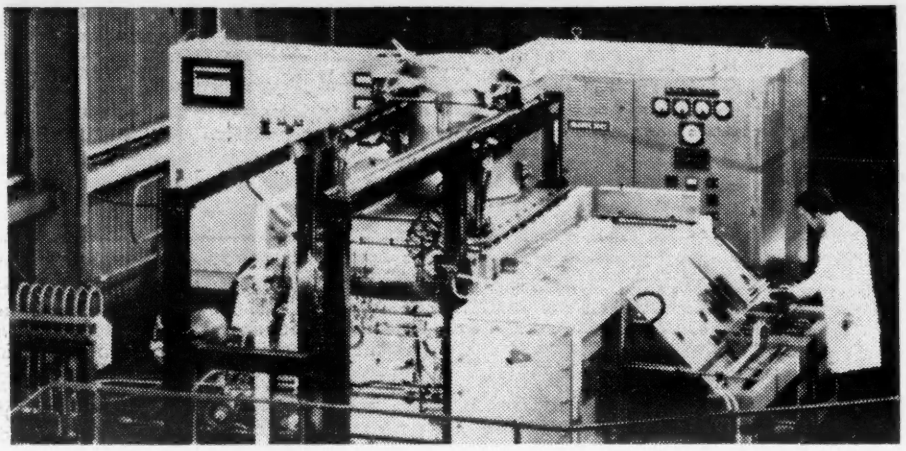
This order follows recent sales activity by the company in Brazil in association with the aviation division's representatives, Anglo Brasileira de Comercio SA.

£59,000 South African order

A repeat order valued at £59,000 for vacuum brake exhausters for 100 new locomotives for South African Railways has been awarded to Northey Rotary Compressors Ltd., Poole, Dorset. The exhausters will be used in the braking equipment of the locomotives, of the 3,200 hp Bo-Bo 6E/1 Class, with English Electric-AEI Traction Ltd. supplying the power equipment from the United Kingdom.

Deliveries of the Northey units, to be spread over 12 months, are being supplied to Gresham and Craven Ltd., a subsidiary of the Westinghouse Brake and Signal Company, who were instrumental in obtaining the contract for Northey.

Last June, as leader of a 17-man trade mission sponsored by the Wessex Export Club, Mr. W. B. Thompson, managing director of the Northey company, visited South Africa and had discussions with South African Railway officials regarding exhausters.



A 500 kg. high vacuum induction melting and casting furnace has been exported to Czechoslovakia by Vacuum Engineering (Scotland) Ltd., Motherwell House, Motherwell, Lanarkshire, Scotland. The furnace is being used for producing ultra clean alloys for glass to metal seals in the electrical industry. All controls for vacuum and power are located on the control panel on the operating platform (pictured here) which is situated next to the main chamber.

Contracts worth £475,000

Two recent contracts awarded to Goodwin Barsby and Co. Ltd., Leicester (an Aveling-Barford company of British Leyland special products division), have a combined value of £475,000.

An order placed by the Ministry of Roads, Iran, calls for the supply of six Goodwin Goliath 30/24 mobile crushing and screening plants and spare parts valued at £125,000, and for Messrs. John A. Wood Ltd., Cork, Eire, Goodwin Barsby are to supply and erect a large crushing and screening plant valued at about £350,000.

Scotch seed potatoes for Poland

A breakthrough for Scotch seed potatoes into the East European market was achieved recently with a shipment from Montrose of 400 tons of certified stock to Gdynia, Poland. The shipment, of Majestic seed from farms in North-East Scotland, was arranged by McGugan Bros., Arbroath, in conjunction with West Cumberland Farmers. The buyer in Poland was Polcoop, purchasing agency for the country's central co-operative organization.

Jet aircraft delivered to Switzerland

British Aircraft Corporation announce the sale of another BAC One-Eleven 500 aircraft. The customer is Phoenix Airways, the recently established Swiss independent air holiday and charter airline. The jet, delivered recently, is to be used on a wide-ranging Mediterranean holiday route network radiating from Phoenix Airways headquarters at Basle.

Over 200 BAC One-Elevens have now been ordered by more than 40 operators throughout the world; nearly half of them are in service with 14 airlines in Europe.

Automatic handling machines for Russia

Six Versatran 500P automatic handling and transfer machines are being supplied to Russia by the automatic handling division of Hawker Siddeley Dynamics Engineering Ltd., Hatfield, Herts. The machines and associated equipment will be used for press feeding at a new plant at Togliattigrad which will build Fiat 124 cars.

The equipment will be used to feed approximately 80 different types of sheet steel blanks into 300- and 500-ton presses at rates of between 900 and 1,200 parts an hour.

The company negotiated the contract, through their agents in Italy, with Avtopromimport, the Russian buying agency. Its value is more than £75,000.

Orders worth £724,000

Two export orders totalling £724,500 have been won by two Midlands-based divisions of Eaton Yale and Towne. Both from Colombia, the orders are for 53 Yale tractor shovels and 60 Yale diesel-powered forklift trucks. In combination, they are claimed to represent one of the biggest procurements of British earthmoving and materials-handling machinery by one foreign country in recent years.

The larger order, worth £462,000, has been won by the company's construction equipment division at Telford, Shropshire, through agents, Saravia Bravo Ltda., in Bogota. The customer is Ministerio de Obras Publicas of Colombia.

The other order, valued at £262,500 and secured by the company's industrial truck and hoist division at Wednesfield, Staffs., was placed by the Colombia Port Authority.

HS 748 for Canadian airline

Air Gaspe Inc., one of Eastern Canada's small but rapidly expanding airlines, has ordered a Hawker Siddeley 748 which will go into service this spring. This latest order brings total sales of the Hawker Siddeley 748 to 246 with 194 aircraft for export.

The sale was negotiated through Atlantic Aviation of Canada in Montreal, exclusive distributors for the Hawker Siddeley 748 throughout Canada.

£426,000 in Far East contracts

Contracts valued in total at over £426,000 for equipment for three electricity generating stations in the Far East have been awarded to J. Blakeborough & Sons Ltd., Brighouse, Yorks. The equipment, comprising valves, sluice gates and automatic screening plant is to be installed in power stations in New Zealand, Hong Kong and Singapore.

Tariff and trade notices and commercial information from overseas

The Department of Trade and Industry can usually provide exporters with further information on the notices published in this section. The branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877); and Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) together with the appropriate telephone extension number.

European Communities

HARMONIZATION OF LEGISLATION: The *Journal Officiel des Communautés Européennes* No. L68 dated March 22 contains the text of **Directive No. 71/127/CEE** concerning the harmonization of Member States' legislation relating to driving mirrors on motor vehicles. The French text of this Directive may be seen on application.

EDB Ext. 7174, 408

CLASSIFICATION, PACKING AND LABELLING OF DANGEROUS SUBSTANCES: The *Board of Trade Journal* dated September 8, 1967, page 604/5 contained an unofficial translation of the text of **Directive 67/548/CEE** on the approximation of provisions imposed by law, regulation and administrative action relating to the classification. packing and labelling of dangerous substances. Annex I of this Directive was later amended by **Directive 69/81/CEE** in so far as it concerns oxygen, and the date by which Member States were required to take the measures necessary to comply with these Directives was extended from January 1, 1970 to January 1, 1971 by **Directive No. 70/189/CEE.** The *Journal Officiel des Communautés Européennes* No. L74 dated March 29, 1971 contains the text of **Directive 71/144/CEE** further extending this date to January 1, 1972. The texts of all these Directives may be seen on application.

EDB Ext. 7174, 408

RULES OF COMPETITION: The *Journal Officiel des Communautés Européennes* No. C28 dated March 27 contains an announcement about an application for negative clearance of an agreement concluded between manufacturers of textile machinery belonging to the European Committee of Textile Machinery Manufacturers (CEMATEX), relating to the conditions for taking part in the International Textile Machinery Exhibitions (ITMA), and other exhibitions. The members of CEMATEX are:

1. Fachgemeinschaft Textilmaschinen im Verein Deutscher Maschinenbau-Anstalten EV (VDMA) of Frankfurt/Main.
2. Syndicat des Constructeurs Belges de Machines Textiles (SYMATEX) of Brussels.
3. Union des Constructeurs de matériel textile de France of Paris.
4. TREX British Textile Machinery Organization of Manchester.
5. Associazione Costruttori Italiani Di Macchinario per L'Industria Tessile (ACIMIT) of Milan.
6. Vereniging van Metaal-Industrieën, Groep Textielmachines of The Hague.
7. Société Suisse des constructeurs de machines, Groupe 'Industrie des Machines Textiles' of Zurich.

Interested third parties are invited to submit their observations within one month from March 27, 1971, under reference IV/181 to Commission des Communautés Européennes, Direction Générale 'Concurrence', Direction 'Entente et Positions dominantes', Rue de Loi 200, B-1040 – Bruxelles, (Belgique). Particulars of this notice may be obtained on application.

CRE Ext. 2354, 2355

COMMON AGRICULTURAL POLICY: The texts of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts of the Regulations may be seen on application.

Processed agricultural products

Regulation (CEE) No. 642/71 determines the variable elements and the additional duties applicable during the second quarter of 1971, to imports into the EEC of goods covered by **Regulation (CEE) No. 1059/69** (*Journal Officiel* No. L74 dated March 29, 1971).

Wine

Regulation (CEE) No. 617/71 modifies **Regulation (CEE) No. 1437/70** relating to contracts for the storage of table wines (*Journal Officiel* No. L71 dated March 25, 1971).

Regulation (CEE) No. 608/71 modifies **Regulation (CEE) No. 1388/70** relating to the classification of varieties of vines (*Journal Officiel* No. L71 dated March 25, 1971).

Material for the propagation of vines

Directive 71/140/CEE modifies **Directive No. 68/193/CEE** which concerns the marketing of material for the propagation of vines, produced and marketed by the Community (*Journal Officiel* No. L71 dated March 25, 1971).

Flax and hemp

Decision 71/32/CEE concerns the creation of a management committee for flax and hemp (*Journal Officiel* No. L14 dated February 18, 1971).

Regulation (CEE) No. 619/71 establishes the general rules for the granting of aid for flax and hemp (*Journal Officiel* No. L72 dated March 26, 1971).

Regulation (CEE) No. 620/71 concerns contracts for the sale of flax and hemp straw (*Journal Officiel* No. L72 dated March 26, 1971).

EDB Ext. 7174, 408

France

IMPORT REGULATION FOR CERTAIN FOODSTUFFS: The French *Journal Officiel* of April 1, published a notice setting out the customs duty, variable levies and maximum rates which apply from April 1 to certain foodstuffs in the following tariff headings:

Tariff nos.: 17.04, 18.06, 19.01, 19.02, 19.03, 19.04, 19.05, 19.06, 19.07, 19.08, 21.01, 21.06, 21.07, 22.02, 29.04, 35.05 and 38.12 (for the sake of brevity the descriptions have been omitted but can be seen in a condensed form in the *Board of Trade Journal* of July 1, 1970, page 27).

EDB Ext. 423, 408, 288

DUTY QUOTA FOR SEED POTATOES: The French *Journal Officiel* of March 19 announced that in accordance with the Arrêté of November 17, 1970 stating the quota amounts for the period up to and including June 30, 1971 (see *Trade and Industry* of December 2, 1970, page 400) the quota for seed potatoes of the Sirtema variety has been fixed at 12,000 metric tons.

EDB Ext. 423, 408, 288

ENGLISH EXPORTERS (LONDON) LTD.
70 Baker Street, London, W.1.
Telephone 01-486 4871 (7 lines) Telex: 23794 Cables: ENGLEXPORT London
WE SPECIALISE IN HANDLING EASTERN EUROPEAN RECIPROCAL BUSINESS AGAINST U.K. DELIVERIES.
WE SPECIALISE IN SWITCH, TRIANGULAR AND BARTER TRANSACTIONS OF ANY KIND.

GLOBAL QUOTAS FOR IMPORTS: The French *Journal Officiel* of March 21 announced the opening for the first half of 1971 of the following quotas for the import of goods from all countries outside the Franc Zone excluding Rhodesia. Applications for import licences on form AC should be sent to the Direction Générale des Douanes et Droits Indirects (Division E), 8 rue de la Tour des Dames, Paris, 9e. Application forms must bear in the appropriate place the inscription 'Contingents globaux' – Avis du 21 Mars, 1971 No. de Code ———'. Applications to import goods in the following lists, which, when imported from Britain are the subject of negotiated bilateral quotas, should be made in accordance with the conditions set out in the appropriate notice and not within the framework of the present notice.

A. Products to be imported under licences for which applications are examined as and when received

Quota Code No.	Tariff No.	Product
0261	02.01 ex B II ex d (1)	Offal, of sheep
093	Ex 07.01	Fresh vegetables not falling within quality standards and intended for industry
11	Ex 07.04 C	Dried, dehydrated or evaporated vegetables
101	Ex 08.01 B	Dried bananas
1385	Ex 13.03 B I	Dry pectic substances
113	Ex 20.06	Preserved fruit
D.A.	Miscellaneous (2)	Various agricultural products with the exception of those imported under the minimum price arrangement
D.P.M.	Miscellaneous (2)	Various sea fishing products
226	27.11 ex B	Petroleum gases and other gaseous hydrocarbons in containers
25	73.02 II, III, 81.04 FI, III, M, NI, PI	Ferro-alloys, metals and scrap of non-ferrous metals
S.M.C.	Miscellaneous (2)	Various products imported under the authority of the Service des metaux, minerais et materiaux de construction de la Direction des Mines
31	Ex 73.01 B II	Charcoal iron
463	85.21 C, 85.21 ex E	Transistors and similar mounted devices incorporating semi-conductors, and parts
D.M.E.	Miscellaneous (2)	Various mechanical and electrical equipment
47	Miscellaneous (2)	Various aeronautical equipment
48	89.01 B I 89.02	Sea going vessels and tugs
51	Miscellaneous (2)	Sundry raw materials and miscellaneous products for the chemical industry
53	Miscellaneous (2)	Raw materials for antibiotics, cortisone and miscellaneous steroids
533	32.05	Synthetic organic dyestuffs
54	Miscellaneous (2)	Miscellaneous parachemical products
56	Miscellaneous (2)	Miscellaneous glass manufactures
D.I.C.D.T.	Miscellaneous (2)	Various products under the authority of Direction des Industries chimiques textiles et diverses

(1) Imports of the products listed under 02.01 are reserved for importers who have contracts with FORMA (Fonds d'Orientation et de Regularisation des Marchés Agricoles).

(2) Importers must specify on their licence applications the customs tariff numbers of the goods. For quota DA they shoud refer to the notice of January 26, 1963 which laid down the rules to be followed in making import licence applications in respetct of certain agricultural food products.

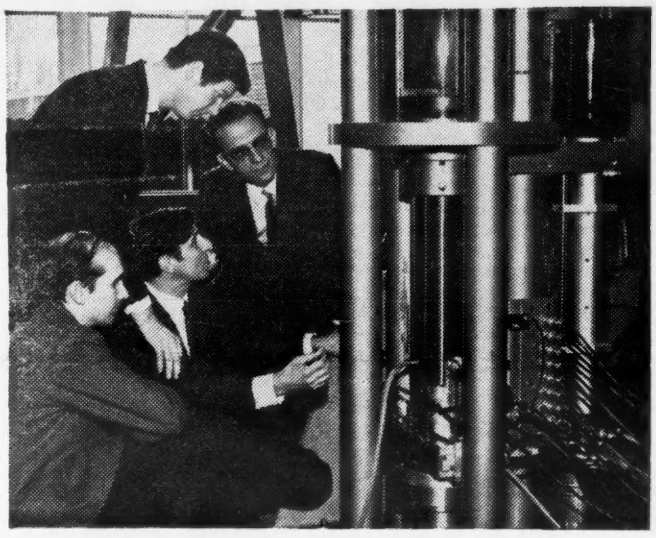
B. Products to be imported by associations, or similar organizations

Quota Code No.	Tariff No.	Product
770	48.01 A E I	Newsprint and paper for periodicals – Societe Professionnelle des Papiers de Presse, 8 rue Yvon-Villarceau, Paris, 16e

EDB Ext. 423, 408, 288

GLOBAL QUOTA FOR BANANAS: The French *Journal Officiel* of April 3 announced the opening of a quota for the import of fresh bananas (Tariff heading 08.01B) originating in and imported from countries other than member countries of the EEC or those in the Franc Zone, Spain and Rhodesia. Licence applicatons on form AC, together with three copies stating clearly the country of origin or country from which imports are to be effected, must reach the Direction Générale des douanes et droits indirects (division E), 8 rue de la Tour des Dames, Paris, 9e, before April 17, 1971, when they will be examined simultaneously.

EDB Ext. 423/408/288



Acceptance trials of the materials testing rig being supplied to the Belgian Road Research Centre by Fairey Surveys Ltd., of Maidenhead, Berks were attended by executives of the Centre. In this photograph M. Verstraeten, head of dimensioning service (right) and M. Francken the research scientist responsible for the test rig (left) are seen examining it with two Fairey Surveys engineers.

Belgium

LAW ON UNITS OF MEASUREMENT STANDARDS AND INSTRUMENTS: Legislation prescribing the units of measurement to be used for all official commercial and trade purposes has been promulgated by the Belgian Parliament. The Law on Units of Measurement, Standards and Instruments passed on June 16, 1970, and brought into partial effect by an enactment decree of September 14, 1970, gives recognition and prominence to the international system of measuring units (SI) and prescribes as the country's legal system of units the basic, supplementary and derived units of the international system, and the multiples and submultiples thereof as determined by the General Conference on Weights and Measures. Provision is also made for other familiar units in habitual use. Some of the latter are however, only to be regarded as ephemeral and will be phased out within the next few years. The law, which lays down the basic units of the international system viz. metre, kilogramme, second, ampere, kelvin and candela with their values, symbols and definitions, also vests in the Sovereign power to enable units to be added or deleted should the need arise either as a result of international agreement and any consequent changes that the Conference may make to the SI, or because of changes in accepted practices. Only the legal units are permitted for purposes of official documentation and private contract and for all trade and commercial transactions, exemptions

(*Continued on next page*)

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BELGIUM, *continued*

being allowed only in dealings with other countries and with goods and assets located abroad.

The enactment decree specifies in detail under their different headings the units that comprise the full legal measuring system with the distinction being drawn between units of the SI to which unreserved recognition is given, and other familiar units, which are categorized into those given similar standing and recognition as the SI units and those temporarily tolerated and to be eliminated from the legal system by December 31, 1977. Units falling into this last category but which may be the subject of discretionary powers to extend their use for a further period are the angstrom, barn, gal, dyne, poise, stokes, erg, curie, rontgen and rad/rem. Recognition of the units micron, stere, symbol cc, kilogramme force, standard atmosphere, technical atmosphere, millimetre mercury column, millimetre water column, calorie and horsepower is however to cease from December 31, 1977, without question.

The text of the notice (in French and Flemish) may be seen at Statistics and Market Intelligence Library, Room D27, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 368).

Iran

IMPORT REGULATIONS ON IMPORTED FRUITS: The Iranian Ministry of Agriculture has drawn attention to Article II of the Law of Conservation of Plants and Note 1 to Article 1 of the General Regulation governing imports and exports of the current year, so that importers of fruit will take action to obtain Plant Health Certificates from countries of origin confirming that imported fruits are free from certain diseases.

EDB Ext. 420, 475

Congo Kinshasa

TAX EXEMPTIONS: Congo Kinshasa ordinance No. 71-014 of March 15 re-affirmed that the exemptions from import duty and turnover tax provided for in article 16 of the ordinance No. 69-032 of June 26, 1969 apply only to the importation of new and not second-hand machines, tools and materials needed for the equipping of a new enterprise or for use in any extension or modernization project.

EDB Ext. 471/2/3

Dahomey

IMPORTATION OF POTATOES: It has been announced that as from February 20, importations of potatoes into Dahomey are prohibited except with special authorization. This prohibition is valid for two months.

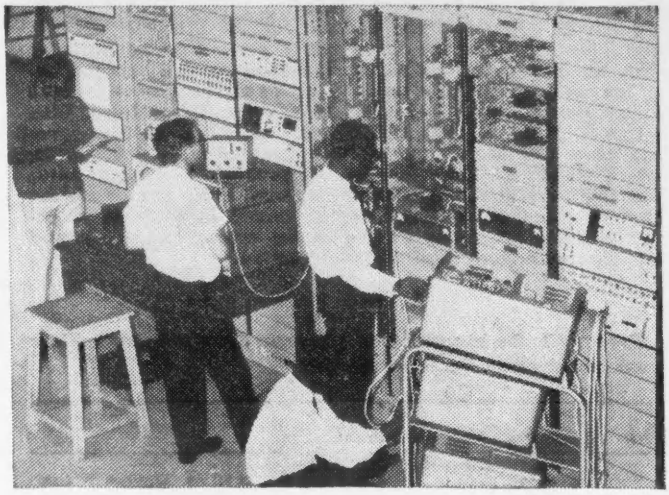
EDB Ext. 471/2/3

Registered trade mark (r t m) goods in overseas tariff list

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of Trade and Industry *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category are preceded by the letters 'r t m'. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the descriptions stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.



GEC microwave radio equipment installed in the Nigerian Post and Telecommunications Department Training School which occupies a 36-acre site at Oshodi in Nigeria. The school has been equipped with a comprehensive set of the radio and multiplex apparatus being used on the vast £10 million microwave radio network which GEC-AEI Telecommunications Ltd. of Coventry, England, is now installing in Nigeria.

Ghana

IMPORT LICENSING: The following notice was published in the Ghana *Commercial and Industrial Bulletin* of March 20.

Notice to Importers No. 363 – Importation of Rice

The Controller of Imports and Exports announces for the information of the general public that, with immediate effect, rice will now be imported under Specific Import Licence and not under Open General Licence No. 10 as announced in Notice to Importers No. 351 and published in *Commercial and Industrial Bulletin* No. 80 of October 17, 1970.

The publication of Notice No. 351 was announced in *Trade and Industry* of November 25, 1970, page 342.

EDB Ext. 471/2/3

Thailand

CONTROLLED FOOD: The Thai Minister of Public Health has announced that with effect from March 10, 1971, irradiated food will be a controlled foodstuff. Special permits will therefore be necessary for its importation into or production in Thailand. It is subject to the provisions of the Food Quality Control Act, 1964.

EDB Ext. 401, 468, 469

IMPORT PERMITS: The Thai Ministry of Economic Affairs has announced that with effect from March 10, 1971, an import permit will be necessary to import white cement and white clinker.

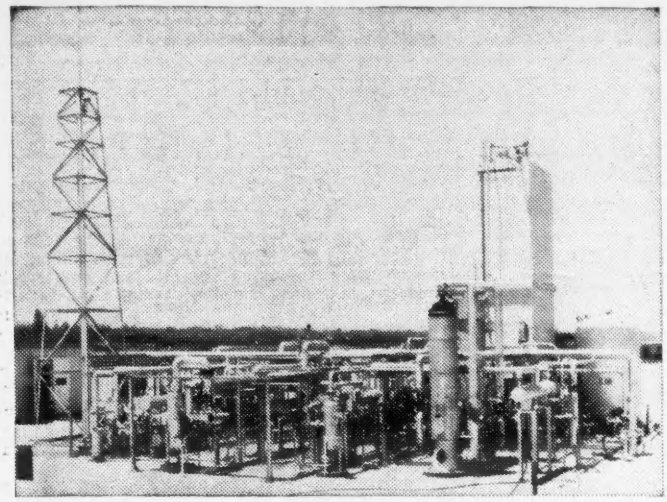
EDB Ext. 401, 468, 469

STANDARDS OF FOOD QUALITY: The Thai Minister of Public Health has published new regulations concerning the standard, quality and labelling of butter and cultured milk. Texts of the regulations are available to British exporters from the contact point shown below.

EDB Ext. 401, 468, 469

Australia

SPECIAL ADVISORY AUTHORITY INQUIRY ON FLUE HEATED ECONOMIZERS: The Australian Minister for Trade and Industry has referred to the Special Advisory Authority for inquiry and report the question whether it is necessary that urgent protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of flue heated economizers. Details of the tariff items under which the above-mentioned goods are dutiable are given below:



A Petrocarbon cryogenic hydrogen recovery plant recently commissioned at Kwinana in Western Australia for Commonwealth Industrial Gases Ltd. The plant which produces up to 3.0 MM SCFD of High Purity Nitrogen is based on Petrocarbon Developments Limited technology. Petrocarbon Developments also handled engineer-contractor duties.

Tariff Item	Goods	General	Preferential
84.02	Auxiliary plant for use with steam and other vapour generating boilers (including economizers, superheaters, soot removers, gas recoverers and the like); condensers for vapour engines and power units:		
84.02.100	Economizers, flue heated	7½%	Free

The Special Advisory Authority is required to report within 30 days of the date of the reference (in this case by April 30, 1971). In the short time available for investigation, United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 21 Tothill Street, London, S.W.1 (Tel. 01-799 7447). Reference: CRE 1954/70.

CRE Ext. 2381/9

New Zealand

EMERGENCY PROTECTION AUTHORITY – TEMPORARY PROTECTION: The New Zealand Minister of Industries and Commerce has received applications for temporary protection of the following items:

Tariff Item	Description
11.08.09	Starches and inulin (other than arrowroot and cornflour) packed, other than for retail sale
Ex 25.01.03 Ex 25.01.09	Rock salt and salt liquors
Ex 39.07.24 Ex 39.07.25	Dress gloves of plastic
Ex 42.03.05 Ex 60.02.09 Ex 61.10.03	Gloves, mittens and mitts, of textile, leather or composition leather, excluding those having a shaped cuff designed to go over outer clothing or which incorporate a wrist extension of knitted or stretch material, or which are elastic or rubberized (other than women's dress gloves of textile leather or composition leather)
Ex 40.08.07 Ex 40.08.09	Weatherseal (other than wholly of rubber)
Ex 48.15.09	Paper impregnated or coated, specially prepared for use as an indicator for chemical analysis or scientific investigation and catalogued as such by the manufacturer
Ex 59.12.03	Tape, cotton, impregnated anti-corrosive and lagging
Ex 73.32.01 Ex 73.32.04	Bolts and nuts of high tensile steel over ¾ in. diameter
Ex 74.14.03 Ex 74.14.09	Nails, tacks, staples, hook-nails, spiked cramps, studs and spikes of copper or of iron or steel with heads of copper (excluding those peculiar to use in footwear, drawing pins, escutcheon pins, and nails on declaration for use in the manufacture of brushware)
Ex 84.06.61	Piston castings in the rough, unworked except that they may have the casting sprue removed prior to importation
Ex 84.11.09	Compressors, gas, other than ammonia, designed solely for use in refrigerators or freezers
Ex 84.43.09	Ingot moulds
Ex 84.45.39	Mitring machines

The question of temporary protection for these items may at a later date be referred to the Emergency Protection Authority.

CRE Ext. 2321

IN THIS SECTION COUNTRIES ARE GROUPED BY CONTINENTS AS FAR AS POSSIBLE. AN ALPHABETICAL LIST OF COUNTRIES MENTIONED APPEARS ON THE CONTENTS PAGE.

The Andean Group

TRADE LIBERALIZATION MEASURES: Following the Third Extraordinary Meeting of the Andean Group Commission held in Lima, December 14-31, 1970, the following decisions have been published:

Decision 23	Starting point for duty reductions on the products falling under Decision 27.
Decision 25	List of products reserved for sectorial industrial development programmes.
Decision 26	List of goods not made within the Andean Group and which have not been reserved for sectorial industrial development programmes. These goods are subject to free trade between member countries from February 28, 1971.
Decision 27	List of goods on which duty reductions are being made from January 1, 1971, to give free trade by the end of 1980.
Decision 28	List of goods reserved for production in Bolivia or Ecuador. These products are free of duty when originating in these two countries as from January 1, 1971.
Decision 29	List of goods which are free of duty when originating in Bolivia or Ecuador as from January 1, 1971.
Decision 30	Minimum common external tariff. The minimum rates of duty which members must apply to imports from outside the Group as from January 1, 1971.

The Andean Group of countries comprises: Chile, Peru, Colombia, Ecuador and Bolivia. An article summarizing the decisions reached at the meeting was published in *Trade and Industry* of April 7, page 5.

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Colombia

MOTOR VEHICLES – TARIFF CHANGES: The Colombian Customs Policy Council's Resolution No. 001 of January 26, 1971 alters the rate of duty on the following items:

Tariff No.	Description	Duty *ad val* cif
87.02 A I	Jeep type vehicles	40%
87.02 A II	Other motor vehicles with not more than nine seats for the transport of Persons:	
	(a) Of a price fob factory up to US$1000	130%
	(b) Of a price fob factory of more than US$1,000 but less than US$1,500	130%
	(c) Of a price fob factory of more than US$1,500 but less than US$2,000	230%
	(d) Of a price fob factory of more than US$2,000 but less than US$3,300	350%
	(e) Of a price fob factory of more than US$3,300	450%
87.04 A I	Chassis for 87.02 A I	40%
87.04 A II a	Chassis for 87.02 A II a	80%
87.04 A II b	Chassis for 87.02 A II b	80%
87.04 A II c	Chassis for 87.02 A II c	170%
87.04 A II d	Chassis for 87.02 A II d	280%
87.04 A II e	Chassis for 87.02 A II e	380%
87.05 B I a	Bodies for 87.02 A I	80%
87.05 B II a	Bodies for 87.02 A II a	80%
87.05 B II b	Bodies for 87.02 A II b	80%
87.05 B II c	Bodies for 87.02 A II c	170%
87.05 B II d	Bodies for 87.02 A II d	280%
87.05 B II e	Bodies for 87.02 A II e	380%

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Jamaica

IMPORT LICENSING ARRANGEMENTS: The list of exceptions to the Jamaica Open General Licence (*Board of Trade Journal* of September 27, 1968, page 865) has been amended as follows:

(a) by the deletion of item 60 and substitution of the following: 60. Floor covering (whether in rolls, sheets or tiles) including carpets and carpeting rugs (i.e. rugs made of carpeting) but excluding coverings of wood, sisal and coir.

(b) by the addition of item 82. Machinery and equipment, the sub-item (xvii) carpet tufting looms.

(c) by the addition of item 177. Processed cheese, however packed.

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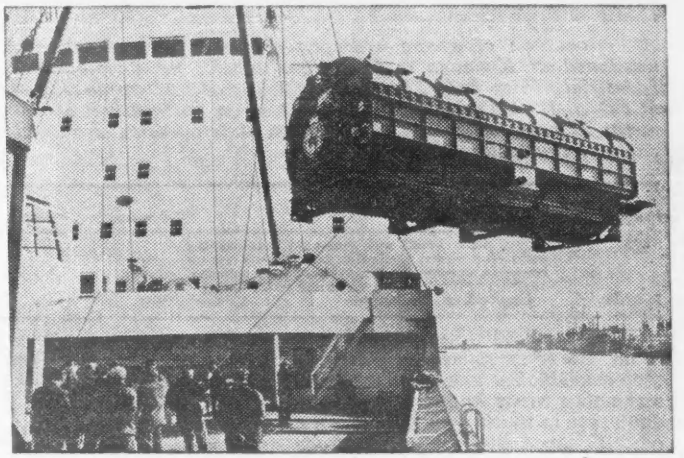
Turks and Caicos Islands

REVISED CUSTOMS TARIFF: The Customs Ordinance has been revised. A copy of the new Turks and Caicos Islands Customs Ordinance 1970 and the Turks and Caicos Customs Management Ordinance has been received in the Department of Trade and Industry.

EDB Ext. 455/6/7



Two de-waxing filters, each weighing 45 tons, have been shipped to Singapore on board the Glen Line cargo liner 'Pembrokeshire'. Glen Line is a member of the Ocean Steam Ship Group. Manufactured by Eimco (Great Britain) Ltd., the 35 ft. 9 in. long de-waxers are for delivery to Shell Eastern Petroleum Ltd., Singapore. The photograph shows one of the filters being loaded aboard 'Pembrokeshire' in King George V Dock, London.

Canada

VITAMINS AND MINERAL NUTRIENTS IN FOODS: The Canadian Food and Drug Directorate has issued Trade Information Letter No. 347 of March 19, concerning amendments to the Food and Drug Regulations in respect of vitamins and mineral nutrients in foods. After September 15, such products leaving a manufacturer's premises or imported into Canada will be expected to comply with the amended regulations. British exporters may, on application, obtain copies of the Trade Letter, to which the amended regulations are attached. Reference TIL 347.

EDB Ext. 455/6/7

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors of exhibition stands overseas are also acceptable.*

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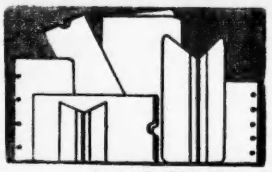
BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



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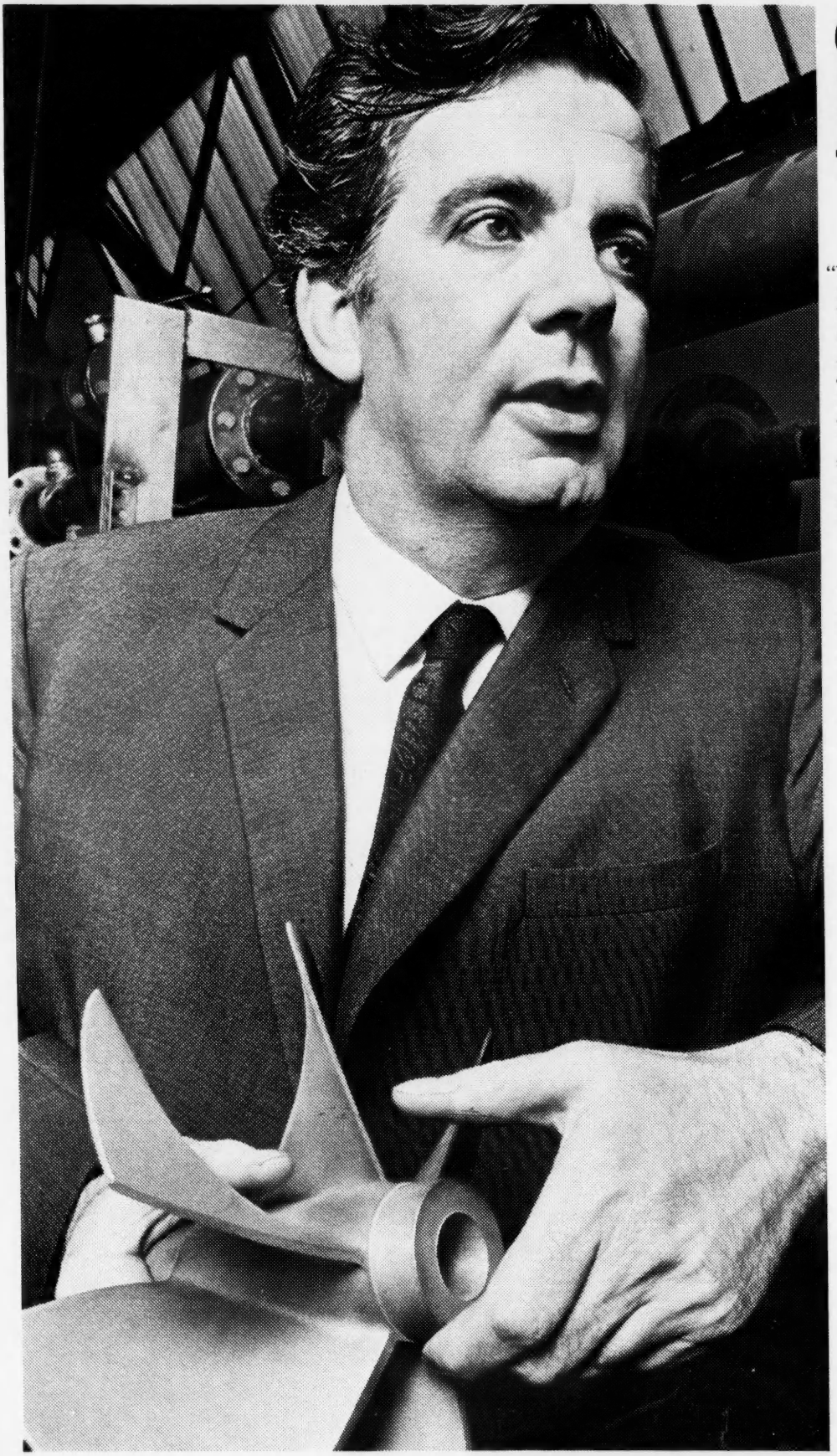

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This company has 90 buyers in U.S.A. alone, and many others covering almost every country. This large number of customers presents considerable risks of buyers' insolvencies or defaults, but the company is covered by ECGD insurance against 90-95% of these and other losses—for as little as 25p per £100.

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Mr R.N. also makes profitable use of the ECGD Comprehensive bank guarantee. This enables policyholders to get finance up to 2 years at Bank Rate plus ½%. Longer credit is at a fixed 7% under ECGD Specific guarantees.

Growth through exports

Planned prospects for Mr R.N's company are a 70% growth rate, a new factory in Hampshire, a new subsidiary in Düsseldorf added to one already set up in Dallas. "With the home market up and down like a fiddler's elbow, major growth must come from exports," he says. If you agree, talk this week to your local ECGD Manager.

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